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# PAPER TRADE JOURNAL

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# HAMMERMILL AGENTS MEET AT ERIE

## Thirteenth Annual Conference is Largely Attended by Representative General Paper Merchants From All Over the Country—J. C. Howell, Vice-President of the Brookmire Economic Service, Addresses the Conference on the Business Outlook—Officers of the Company Outline Plans for the Year—Golf and Other Games Bring Many Contestants—List of Those Attending the Conference

[FROM OUR REGULAR CORRESPONDENT.]

ERIE, Pa., September 2, 1924.—Paper merchants whose business it is to supply the printing trade met here, August 27, 28 and 29 to attend the thirteenth annual conference of Hammermill agents. The conference was unofficially opened on the 26th with a meeting of the agents' advisory committee at the home of Ernst R. Behrend, president of the Hammermill Paper Company.

On Wednesday morning the agents began to arrive from every section of the United States. After being registered at the Hotel Lawrence they were taken to the Kahkwa Club, located about ten miles from the city, where all of the meetings were held. Immediately after luncheon the first business session began.

### E. R. Behrend Makes Opening Address

E. R. Behrend in the role of chairman opened the meeting with an address of welcome. He then asked the agents to rise and pay a moment of silent tribute to the memory of George W. Hoffman, Holland Paper Company, Buffalo, N. Y.; D. Clinton Smith, Carter, Rice & Carpenter Paper Company, Denver, Colo.; C. S. Van Reed, Van Reed Paper Company, Reading, Pa., and Louis A. Buckley, U. S. Envelope Company, Worcester, Mass., who died since the meeting of last year. Regret was expressed that Otto F. Behrend, treasurer of Hammermill, was ill and could not attend the meeting.

Some innovations taking place at this year's conference were then announced by Mr. Behrend. Instead of continuous business sessions with the last day devoted entirely to athletic sports and recreation, the business meetings were broken up with outside activities taking place on Thursday and Friday afternoons. Miss Anna Grubb, representing the Irwin Paper Company, of Quincy, Ill., was introduced as the first woman to ever represent a paper merchandising house at a Hammermill conference. A number of Hammermill women employed in sales and secretarial capacities were also present for the first time at one of these meetings.

J. C. Howell, vice-president of the Brookmire Economic Service, was introduced as the first speaker ever to appear who was not directly connected with the paper industry and was consequently able to give an unbiased opinion regarding business conditions as they really exist.

### The Business Outlook

Mr. Howell spoke on "The Business Outlook." He said, "Business institutions are institutions of public service. Unless every business enjoys almost perfect co-operation it is usually sure of certain failure in these days of severe competition, or at least it will not enjoy the success it might. Because of the interdependence of industries it has become necessary for every man to know something about the other fellow's business.

"Only in this way can facts be obtained and facts are essential to success in anything. By assembling the facts and studying the underlying trend in the major industries we have learned that we have a sound basis for believing the outlook of business is bright with a conservative expansion and not inflation in sight. The expansion is bound to be conservative because we now have a surplus capacity for expansion. There must be an inevitable slowing up in building on account of the large building program of the last two years. A temporary over-production now exists in the automotive industries.

"While these factors will act as a check to prevent a too rapid expansion that might verge on inflation, business must pick up because there is a high standard of living in the United States to be maintained. Sanity in government regarding the needs of business is being developed. An unusually sound and solvent condition is now being enjoyed by the railroads. There is a better and much improved agricultural outlook.

"All of these things considered together with a generally satisfactory employment of labor, an European situation that will encourage foreign trade, and a surplus capital on hand working to bring about industrial development, point to a better condition. Low inventories and even a shortage of some stocks on hand mean an active buying to satisfy the normal consumption. This is especially true in such major industries as iron, steel and cotton which are considered to be good business barometers. In addition to all of these encouraging factors which point to better business, the bank deposits throughout the country show a generally good purchasing power, well distributed.

### Mr. Wilson Outlines Business Program

Norman W. Wilson, vice-president of Hammermill, outlined the business program and emphasized the important points to be discussed in the conference.

William S. Epply, director of sales, showed the steady advance that has been made by the Hammermill lines during the past years by means of a series of colored charts. He stressed the advantages of handling a quality product that is nationally known and readily obtainable in any quantity desired.

### C. W. Chabot on Next Year's Advertising

C. W. Chabot, advertising manager at Hammermill, whose skillful guidance keeps the Hammermill lines constantly in the public mind and who has made Hammermill Bond known throughout the world, outlined next year's advertising. He assured the paper merchants that an even more concentrated effort is going to be applied behind the line to acquaint the 12,000,000 prospective paper users with the merits of Hammermill products. Illustrations of magazine adver-

tising were shown that were notable for their simplicity and directness of appeal. Coupled with this will be direct mail advertising that possesses the same characteristic. An unusual feature of the latter is the practical use to which it can be put instead of being read and forgotten.

E. V. Johnson, of the P. P. Kellogg division of the United States Envelope Company, addressed the agents on the growing use of the Hammermill converted lines.

### The Annual Banquet

The paper merchants, as many of the employees of the Hammermill Paper Company as could reasonably attend and their guests were entertained at the annual banquet at the Kahkwa Club in the evening. Ernst R. Behrend, in the role of toastmaster, announced that no speeches had been prepared but a few impromptu talks would be welcomed. He then called on the Hon. Joseph C. Williams, mayor of Erie, who welcomed the guests and assured them that everything possible would be done to make their stay both pleasant and profitable. J. C. Howell, vice-president of the Brookmire Economice Service, spoke on the importance of being loyal to ideals. Dr. Hugh P. Baker, secretary-treasurer of the American Pulp and Paper Association, spoke on the importance of association work.

### Business Meeting and Election of Officers

Thursday morning was given over entirely to the agents' private meeting. On Friday morning a general business session was resumed in which the agents and the officials of the Hammermill Paper Company discussed the problems that had been suggested in the previous meetings.

At this year's meeting R. P. Andrews, of the R. P. Andrews Paper Company, Washington, D. C., was re-elected to the advisory committee. G. A. McKinney, F. A. Flinn, Inc., New York City, and J. B. Jones, Western Newspaper Union, Omaha, Neb., were elected as new members.

W. B. Stevenson, Storrs-Bement Company, Boston, Mass., and J. A. Carpenter, Kansas City Paper House, Kansas City, Mo., were elected to the advertising committee.

### The Prize Winners

Golf, tennis, quoits and bowling-on-the-green occupied the attention of the paper merchants on Thursday and Friday afternoons. The prize winners on Thursday were:

Golf—Albert Miller, low gross 91, wrist watch; Robert Lasher, second low gross 93, billfold; Kickers' Handicap—E. J. Petrequin, R. J. Bull and B. A. Judd were tied. Bull won the prize on a draw. Tennis—Sidney Jones, cigarette case; Runner-up in Tennis—Ernest Mead, knife; Bowling-on-the-Green—E. T. Mudge 2nd, billfold; Quoits—W. R. Grzelle, knife; Putting Contest—Bert E. Reeves, I. W. Carpenter, Jr., and Arthur B. Sherrill were tied with 25. Reeves won the prize on a draw.

On Friday afternoon the following won prizes: Frank Howe, low gross 90, cigarette case; A. H. Seyler, low net 70, wrist watch; B. A. Judd, second low net 71, suitcase; G. L. Webb, putting contest, traveling clock; George Houser won the bowling-on-the-green; quoits—W. N. Schaefer, cigarette case.

### Among Those Present

Among those who attended were the following: M. L. Kratz, the Alling & Cory Company, Buffalo, N. Y.; A. H. Seyler and A. H. Smith, the Alling & Corry Company, Pittsburgh, Penn.; B. E. Reeves, the Alling & Cory Company, Rochester, N. Y.; R. P. Andrews, C. T. Daly and Wm. N. Schaefer, R. P Andrews Paper Company, Washington, D. C.; R. L. Tillman, Beacon Paper Company, St. Louis, Mo.; Harold Helmer, Beecher Peck & Lewis, Detroit, Mich.; E. H. Taylor, Beekman Paper and Card Company, New York, N. Y.; W. J. Herrmann, E. A. Bouer Company Milwaukee, Wis.; I. W. Carpenter, Jr., Carpenter Paper Company, Omaha, Neb.; A. E. Pratt, Carter, Rice & Co., Boston, Mass.; G. E. Caskie, Jr., and J. S. Caskie, Caskie-Dillard Co, Inc., Lynchburg, Va.; A. E. Miller, Central Ohio Paper Company, Columbus, Ohio; James Nelson, Central Topeka Paper Company, Topeka, Kansas; J. W. Jacobs, Clements Paper Company, Nashville, Tenn.; Fred F. Fox and F. E. Floyd, Crescent Paper Company, Indianapolis, Ind.; I. H. Reid and W. A. O'Hara, the Diem & Wing Paper Co., Cincinnati, Ohio; J. A. King, Dobler & Mudge, Baltimore, Md.; W. C. Dudley and F. Weissinger, Dudley Paper Company, Lansing, Mich.; P. M. Duggan, Geo. J. Kuebel and J. R. Hauser, Durico Paper Company, Erie, Penn.; Ned Carpenter, Dwight Brothers Paper Company, Grand Rapids, Mich.; J. M. H. Fitzgerald, Epes-Fitzgerald Paper Company, Columbia, S. C.; T. H. Epes, Epes-Fitzgerald Paper Company, Richmond, Va.; George McKinney, A. C. Thomas and A. E. Shaw, F. A. Flinn, Inc., New York City; D. M. Woodward, John W. Graham & Co., Spokane, Wash.; T. C. Gregory, R. L. Greene Paper Company, Providence, R. I.; Fred Stutzmann and Wm. R. Grzelle, Holland Paper Company, Buffalo, N. Y.; S. T. Jones, J. B. Binley and E. J. Cooper, Hudson Valley Paper Company, Albany, N. Y.; Miss Anna B. Grubb, Irwin Paper Company, Quincy, Ill.; Walter Johnston, Johnston Paper Company, Harrisburg, Penn.; J. A. Carpenter, Kansas City Paper House,

Picture Taken at the Thirteenth Annual Conference of the Dist

Kansas City, Mo.; Robert R. Lasher, Thomas Lathrop and Spencer Lathrop, Lasher & Lathrop, Inc., New York City; D. S. Leslie and John Leslie, John Leslie Paper Company, Minneapolis, Minn.; W. H. Stuart, Henry Lindenmeyr & Sons, New York City; C. E. Mack, Mack-Elliott Paper Company, St. Louis, Mo.; S. Guy Megargee, Megargee Brothers, Scranton, Penn.; Geo. A. Mathews, New Haven Paper Co., Inc., New Haven, Conn.; W. G. Cleveland, E. C. Palmer & Co., New Orleans, La.; E. A. Petrequin, B. A. Judd and E. J. Petrequin, Petrequin Paper Company, Cleveland, Ohio; Thomas R. Fort, Jr., the Thos. W. Price Company, Philadelphia, Penn.; W. A. Rhodes and E. T. Williams, S. P. Richards Company, Atlanta, Ga.; E. C. Mead, Richmond Paper Company, Richmond, Va.; A. B. Sherrill and James McCracken, Riegel & Co., Inc., Philadelphia, Penn.; R. S. Bull, R. Wadsworth and M. D. McAlpine, Bradner Smith & Co., Chicago, Ill.; Ross Likins, Springfield Paper Company, Springfield, Mo.; W. F. McQuillen and W. B. Stevenson, Storrs & Bement Company, Boston, Mass.; Geo. L. Webb, Storrs & Bement Company, New Haven, Conn.; H. E. Pettersen and John D. Swigart, Swigart Paper Company, Chicago, Ill.; A. D. Tayloe, Tayloe Paper Company, Memphis, Tenn.; Geo. W. VanAlstyne and J. D. Keating, Troy Paper Corporation, Troy, N. Y.; J. Nacht, Union Card and Paper Company, New York, N. Y.; A. C. Damon and Paul E. Vernon, Paul E. Vernon & Co., New York, N. Y.; C. Raymond Van Reed, Van Reed Paper Company, Reading, Penn.; George Ward, D. L. Ward Company, Philadelphia, Penn.; E. T. Mudge, 2nd, O. F. H. Warner & Co., Baltimore, Md.; Mark D. Wilson, R. D. Wilson Sons & Co., Clarksburg, W. Va.; W. A. Patterson, Western Newspaper Union, Chicago, Ill.; G. E. Matlock, Western Newspaper Union, Fort Wayne, Ind.; Geo. S. Johnston and H. J. Keenan, Western Newspaper Union, Omaha, Neb.; Harold Zellerbach and Rollin C. Ayres, Zellerbach Paper Company, San Francisco, Calif.; D. F. McIntosh, American Paper Exports, Inc., New York City; W. F. Moore and Wm. H. Johns, George Batten Company, New York City; John C. Howell, Brookmire Economic Service, New York City; G. R. Burkhardt and A. H. Sampson, White & Wyckhoff Manufacturing Company, Holyoke, Mass.; J. B. Thayer, U. S. Envelope Company, Springfield, Mass.; W. E. Swift, U. S. Envelope Company, Worcester, Mass.; E. V. Johnson and N. J. Patterson, P. P. Kellogg & Co. Div., Springfield, Mass.; W. E. Sayle, National Envelope Company Div., Waukegan, Ill.; Roger B. Taft, Hammermill Paper Company, New York City; E. H. Naylor, Writing Paper Manufacturers' Association, New York City; A. A. Tanyane, Paper Trade Journal, New York City; Dr. Hugh P. Baker, American Paper and Pulp Association, New York City; L. E. Larson, Price, Waterhouse & Co., Chicago, Ill.; William H. Howe and Frank Howe, Buffalo, N. Y.

## Box Board Production

[FROM OUR REGULAR CORRESPONDENT.]

WASHINGTON, D. C., September 1, 1924.—The Department of Commerce announces monthly figures on the operations of boxboard manufacturers, based on reports of from 75 to 82 companies each month, beginning with November, 1923, as follows:

| Year and month | Operation | Production | Orders received | Unfilled orders (end of month) | Consumption of waste paper | Stocks of waste paper (end of month) | | |
|---|---|---|---|---|---|---|---|---|
| | | | | | | On hand | In transit | Unshipped purchases |
| 1923 | In. hrs. | Tons | | | | | | |
| Nov. | 6,235,129 | 142,001 | 140,686 | 66,362 | 129,661 | 128,399 | 9,428 | 20,333 |
| Dec. | 6,188,182 | 140,553 | 144,419 | 77,268 | 128,976 | 149,670 | 11,690 | 19,982 |
| 1924 | | | | | | | | |
| Jan. | 7,183,900 | 160,817 | 186,379 | 92,658 | 151,145 | 114,137 | 13,224 | 36,541 |
| Feb. | 6,773,994 | 156,002 | 158,775 | 88,214 | 148,329 | 107,720 | 12,953 | 23,890 |
| March | 7,693,404 | 176,293 | 152,861 | 85,989 | 165,986 | 124,774 | 13,997 | 21,877 |
| April | 7,629,777 | 167,580 | 146,018 | 66,504 | 155,790 | 127,392 | 11,533 | 25,709 |
| May | 7,718,075 | 166,398 | 67,199 | 67,199 | 158,399 | 130,910 | 11,632 | 26,354 |

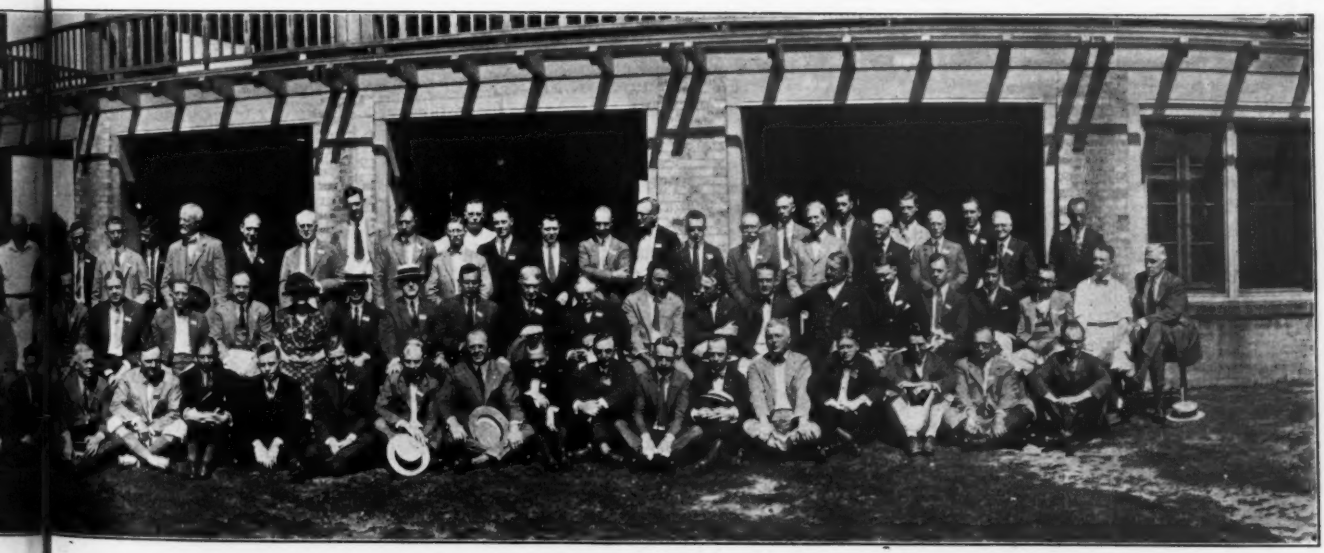
## To Build Paper Mill in Oregon

MARSHFIELD, Ore., August 27, 1924.—(Special.)—The Alpin Paper company has started assembling material for construction of its large plant on the Coquille river, two miles south of Coquille, where water will be available. The tides raise the water in the Coquille river as far as Myrtle point, but there is no ocean water further than a mile south of the county seat.

The company has raised over $100,000 in local subscriptions in Coos county and the remainder of $250,000 to $300,000 will be raised by bonding. Mr. Alpin is now in Portland buying the machinery from an eastern firm representative.

## W. S. Crandall Visits New Pulp Mill

ALBANY, N. Y., September 2, 1924.—W. S. Crandall, General Superintendent of the A. P. W. Paper Company, has just returned to the general offices here after spending several weeks at their new pulp mill which is now under construction at Sheet Harbor, Nova Scotia. He reports very satisfactory progress with the entire development which it is said will cost in the vicinity of $1,000,000.



OF THE DISTRIBUTORS OF THE HAMMERMILL PAPER CO., ERIE, PA., AUGUST 27-29, 1924.

# CHICAGO TRADE CONDITIONS POINTING TO BETTER DEMAND

**Market Firming Up Perceptibly in Fine Papers and Improvement is Noted in Coarse Papers—Boards, Containers and Paper Stocks Take to the Upgrade—Secretary of Labor Davis to Address Box Board Association on September 10 at Meeting at Hotel Commodore, New York City—Chicago Paper Stock Association to Meet on Friday—American Envelope Co. Puts Out $100,000 Issue.**

[FROM OUR REGULAR CORRESPONDENT.]

CHICAGO, Ill., August 30, 1924.—Not much that was new developed this week in this paper market. While all signs point to a vigorous demand for all grades of paper, not much of it has as yet been realized. This is natural enough, for inquiries must come before actual orders in the normal state of things. And they are now making themselves frequent, having every indication of developing into sizeable orders at an early stage of the new period just ahead.

In fine paper, including coated and bonds, the market has firmed up perceptibly. Although prices have not been chalked up to higher levels, the tendency to cut has practically disappeared. Likewise, have concessions gone by the same way. Mills are said to be abolishing special quotations due to the increased cost of raw materials and the better condition of the market in general. As a matter of fact, producers' plants are running on steadier schedules. This is particularly true of coated paper mills, some of which have orders on hand for several weeks in advance.

Similar conditions prevail in the coarse paper market. Merchants, for one thing, are completing stocks so as to be ready to supply the demand as it becomes stronger. Prices have firmed up also over the past month and bid fair to climb to higher levels when trade opens in earnest. Industrial buyers will unquestionably cut a big figure in the fall markets as they have not done for some months, returning en force to buy what they have refrained from taking since making themselves scarce.

### Boards, Containers and Paper Stocks Up

Boards and containers are on the upgrade. The slight increase in price taking effect recently has spurred buyers to greater takings lest the price advance further and fail to recede all during the fall and winter months. But all factors in the board and container branch know that prices will not be as low for some time as they were for the last three months but will continue upward to a more profitable basis. It is agreed that those who would have bought at low figures should have done their purchasing during the summer, or prior to the first of August.

Board and container demand is having its effect upon the paper stock market. Lower grades, especially those required in the production of boards and containers are doing some spectacular climbing. This week many grades are up further, in spite of the fact that they experienced increases both this past week and the one before. Upper varieties of paper stock have shown only mediocre advances. It is reported that the demand continues strong while accummulations to supply it are now much heavier than previously. It will still require some time to build up stocks to a point where all the demand can be comfortably met.

Roofing stock holds its own. For a month or more all grades have maintained the same price level, indicating that some stability has been reached. Demand is strong enough to warrant holding these quotations at present.

### Boxboard Association to Hear Davis

Of more than passing importance is the next meeting of the Box Board Association to be held on September 10, at the Commodore Hotel, New York City. Sessions will convene promptly at 11:00 a. m. daylight savings time. It is expected that Secretary of Labor Davis will be present to take up the subject of creating a five-day week for labor in the box boards mills and three 8-hour shifts in the day. The feasibility of doing this was taken up at a conference of box board makers in May and the final action on this will be determined by a referendum vote by the members of the association at the September 10 meeting.

General Manager John R. Mauff, of the Box Board Association has just issued a statement to members of the industry which calls to their attention a report concerning the steel industry since going to the eight-hour day. Mr. Mauff quotes this report as further proof of what can be accomplished among box board makers by following the same procedure. This is how the report reads:

"The big steel company's report for the first three months this year shows net earning of more than fifty million dollars, more than the company ever earned before, except in war time. Extra dividends will continue, at a rate that will mean a difference of ten millions a year to holders of the common stocks. All this in spite of the eight-hour day, which was said to be impossible. You can't tell until you try. No man or concern was ever ruined by treating others fairly."

### Chicago Paper Stock Meeting Scheduled

Members of the Paper Stock Association of Chicago have been called to attend a meeting of the organization on September 5 for the purpose of discussing some of the problems confronting the industry at present. Meeting will convene in the Green Room of the Lexington Hotel. There have been a number of problems which Chicago paper stock dealers have been facing and new ones have come up with the revival of business. Harold Henry, of Higgins and Henry, paper stock dealers of the Windy City, is president of the association, while Francis Hughes, of the Francis Hughes Company, Chicago, is secretary.

### American Envelope Launches Bond Issue

Simultaneously with its occupying its new building, the American Envelope Company, Chicago, is launching a $100,000, 7 per cent first mortgage real estate gold bond issue, through the Standard Trust & Savings Bank, of Chicago. The firm gives as its security for these bonds the value of the land $75,000, value of building, $150,000, total net assets at close of business December 31, 1923, exclusive of land mentioned, as $218,000, making a total of $443,000, or a total security for each $1,000 of bonds issued, $4,430.

## Tait Paper Industries Elect Officers

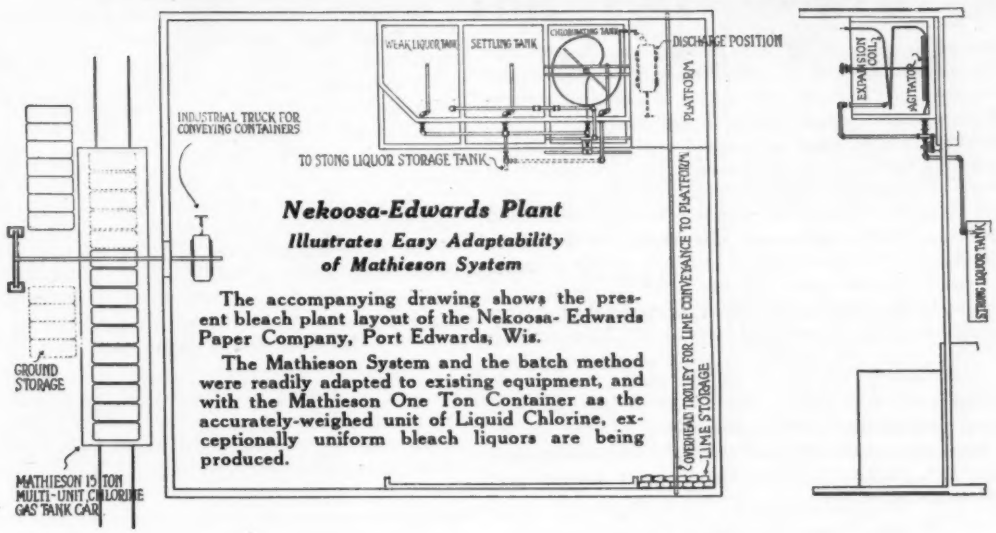
[FROM OUR REGULAR CORRESPONDENT.]

COHOES, N. Y., September 2, 1024.—At the annual meeting of the Tait Paper and Color Industries, held in this city two changes were made in the board of directors, Albert L. Emerson, of Warrensburg, was elected a director to succeed his uncle L. W. Emerson, whose death occurred recently and William F. Seber, cashier of the Manufacturers' National Bank of Troy, was elected to the board. Other directors were elected as follows: George Tait, M. L. C. Wilmarth, William E. Burdett, John H. Coy, S. Carter Hall, Carl R. McBride, of Glens Falls; Mrs. Grace U. Adriance, New York; Colonel W. B. Humphrey, Chicago; A. C. Hart and T. S. Marshall, Hackensack, New Jersey; Philip J. Riley and Judge Erskine C. Rogers, Hudson Falls.

The officers re-elected for the coming year are: President George Tait; vice-presidents, T. S. Marshall, general manager of the wall paper division; Karl R. McBride, general manager of the color division; S. Carter Hall, in charge of paper production and purchasing department; Philip J. Riley, in charge of the Imperial and Plattsburg lines; Secretary and attorney, Judge E. C. Rogers; treasurer, John H. Coy.

The board of directors adopted resolutions on the deaths of L. W. Emerson and W. H. Gelshenen, of New York, who was chairman of the executive committee.

# MATHIESON System




***Nekoosa-Edwards Plant***

***Illustrates Easy Adaptability of Mathieson System***

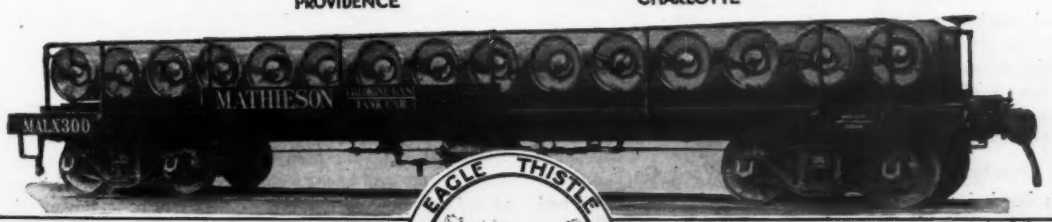
The accompanying drawing shows the present bleach plant layout of the Nekoosa- Edwards Paper Company, Port Edwards, Wis.

The Mathieson System and the batch method were readily adapted to existing equipment, and with the Mathieson One Ton Container as the accurately-weighed unit of Liquid Chlorine, exceptionally uniform bleach liquors are being produced.

**The MATHIESON ALKALI WORKS Inc.**

25 WEST 43rd STREET NEW YORK CITY

PHILADELPHIA PROVIDENCE CHICAGO CHARLOTTE




**Deal Direct with the Manufacturer**

*Bicarbonate of Soda*
*Liquid Chlorine-Caustic Soda*

EAGLE THISTLE PRODUCTS

*Sesquicarbonate of Soda*
*Bleaching Powder-Soda Ash*

# PAPER BUSINESS ON UPWARD GRADE AT PHILADELPHIA NOW

## Distributors Feel That Conditions Are Slowly Drifting Back to Normalcy—Coarse Paper Business Suffering From Promiscuous Price Cutting—Douglas Bond Joins Accounting Department of The D. L. Ward Co.—Paper Trade Golfists of New York City and Philadelphia to Meet in Tournament on September 16 and 17—Several New Lines Added by Matthias and Freeman Co.

[FROM OUR REGULAR CORRESPONDENT.]

PHILADELPHIA, Pa., September 1, 1924.—In so far as the general paper distribution trade is concerned there is every indication that the turn of business is upward rather than in the opposite direction and with it has come the better feeling of the dealers toward the coming sceasonal demands. While there are more liberal orders coming into the market there still is a predominance of inquiries for future deliveries rather than the actual listing of immediate requirements and through the livelier interest in this future market, the paper distributors are becoming more alert to the possibilities of steady improvement towards normal demand. No one is looking for any great rush of business but there is that attitude of optimism prevailing in trade circles towards the normalcy which they feel will come when the presidental election campaign has been settled at the polls in November. Until then, dealers anticipate merely a steady, advancing market, for the coarse and fine paper divisions.

As was noted in the sales of early August the publishers and large printing establishments are the principal buyers in the fine paper divisions with book papers still heading the list of moveable products at this time the machine finish and antique grades being chiefly in demand among the high grade stocks. Bonds too are moving in better volume although the lower priced stocks of this line are the source of sales inducements while the higher priced grades have been standing still. Ledgers and othed like grades of writings have been inactive in the advancing paper sales of the day.

### Coarse Papers Still Being Cut

The coarse paper marts have been suffering from another attack of cutting into values, on the part of the mills, a surprising situation which the paper distributors were not looking forward to at this time, having been assured weeks ago that the mills were pretty well depleted in bargain stocks of Krafts, sulphite and Manila Wrappings. Last week there appeared the following cuts:—5 cents per ream, 24 x 36, on Sulphite Manilas; No. 2 Kraft made its lowest record at 3 cents per pound, through jobbing distribution; No. 1 Manila, fell off ½ cent per pound for the wrappings that had become a drug on the market and Butchers Water Finish Fibre met a ¼ cent per pound reduction. The lower prices in the latter grades of Butchers papers brought about by the policy of the mills to sell to the consumer direct and eliminating the jobber. This policy, believed by the distributors to be a pernicious one, was tried by wax paper manufacturers and parchment paper makers for a number of years but recently given up because producers realized that the jobber was the essential factor to the proper expansion of demand for their product. Grey Rosin sized Sheathing is now being offered at $36 per ton and grey Bogus at $1.65 F. O. B. Mill. Efforts to stabilize the coarse paper market appear to be unavailable.

### Douglas Bond Associated with Ward Co.

Douglas Bond, for more than 15 years Treasurer of the Dill and Collins Company, manufacturers of Diamond D. papers, has become associated with the D. L. Ward Company, 28 S. 6th street, one of the largest fine paper distributors in the local territory. Mr. Bond's association with the Ward Company began on September 1. He severed his connection with the Dill and Collins Company several weeks ago upon its retirement from the retail distribution field and the reorganization of the company. He will be associated with the Accounting Department. Ralph G. Luff has been placed in charge of the wrapping paper department.

### President Whiting Returning from Europe

President Allen R. Whiting of the Whiting-Patterson Company, 314-322 N. 13th street, who has been in Europe for the past three months, is expected to return to Philadelphia about the middle of the month. He has been making the trip a combined business and pleasure journey.

### Paper Trade Golf Tournament

Golf enthusiasts from the Metropolitan paper trade will vie with those in the Philadelphia distribution and manufacturing industry when they meet on the greens of the Philmont Country Club on September 16 and 17. It is expected that not only the New Yorkers will be present but that there will be visitors from other paper centers in the Eastern States who will match their skill with those of the local Paper Trade Association. The Committee in charge of the annual Golf Tournament are Chairman Arthur B. Sherrill, Riegel & Co.; William H. George, D. L. Ward Company; Allen R. Whiting, Whiting Patterson Company; Irwin Megarge, Curtis and Brothers and Edward Weihenmayer, of Jessup and Moore. It will be arranged in a two days' program. The first day will be devoted to the qualifying rounds in the morning and to the matching games in the afternoon. On the second day there will be fought out the semi-final and finals. The losing players are to be awarded the honors of host to their triumphant rivals and will provide a dinner to be served in the Philmont Club House on the Greens at Betharyes just outside the city limits. Individual awards will be given to the winners.

### Matthias and Freeman Add New Lines

Exclusive mill representation of the newest of glassine products has been acquired by the Matthias and Freeman Company, 117 N. 7th street, distributors of box makers and printing papers. The newest addition to the stocks carried, for which the company is sole Philadelphia distributor, is "Paper Glass," an embossed paper used chiefly by the box making trade and the local representative is taking for its customers almost the entire output of the manufacturer. The company through Charles Matthias, announces that there is a livelier interest shown for supplies among the box manufacturers in New England, the West and South but that local trade is quiet.

### News Items of the Trade

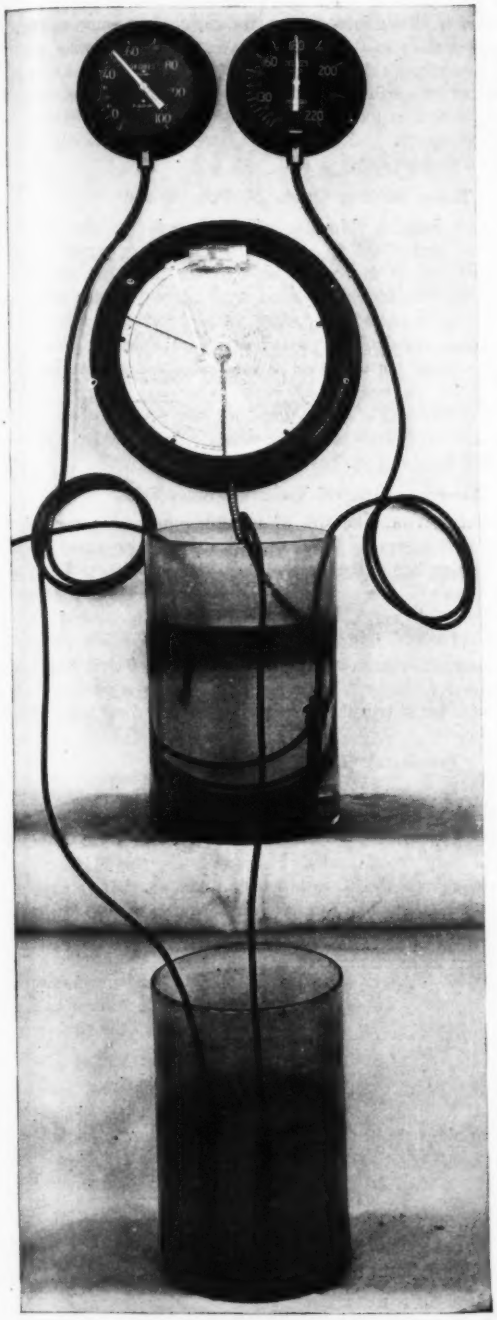
George Thomas, Philadelphia Manager for the A. P. W. Paper Company, left this week for a trip to the mills in Albany, New York. He will remain there for several days going over the mills and conferring with the officials on the Fall sales policy.

There has been added to the lines carried by James Andrews, Inc., 1315 Cherry street, the Bankers Trust and Chancery Bonds manufactured by the Chapin and Gould Company of Springfield, Mass. This is the first time that this brand has been carried in Philadelphia and will be distributed by the company along with the Chapin and Gould Paper Company's Crescent Bonds. The Andrews Company recently took over a warehouse and sales office at the Cherry street address.

The sales organization of the Anderson Paper Company, 430 Race street, has been increased by two men who will cover the city and surrounding trade. They are D. Griffith and E. J. Pritchard.

W. Temple White of the Wortendyke Manufacturing Company, Richmond, Va., has been calling on the trade with the company's line of bags and reports that the plant is very busy and operating at full capacity and that there is likely to be an advance in all grades of bags.

Another trade caller was L. T. Hayward of the Fox River Paper Company, Appletan, Wis., who introduced the firm's line of high grade bonds which are included among the stocks of the Wilcox, Walter, Furlong Company, fine papers, 231 Chesnut street.



The indicating thermometer—upper left—reads 52° Fht., the temperature of the bath in the lower jar, in which the recording thermometer bulb is immersed.

The indicating thermometer—upper right—reads 180° Fht., the temperature of the water in the upper jar, in which the 20 feet of connecting tube is placed. The steam line which is used to heat the water is shown emerging from the left hand side of the jar.

# *He Didn't Believe It Could be Accurate*

"How can I expect accurate records from this Foxboro Recording Thermometer?" asked a customer. "There's 20 feet of connecting tube subjected to a high room temperature. You can't tell me that the record isn't affected by it."

## This Test Showed Him He Was Wrong

We placed the recording thermometer bulb in a chilled bath so that the pen registered 52°. Then we immersed the entire 20 feet of connecting tube in water at 180° Fht. and the pen didn't move from 52°.

He was convinced.

Foxboro Recording Thermometer bulbs are filled, according to the range and service required, with a gas or a highly volatile liquid. Mercury is never used. The volume of vapor or gas in the fine capillary tube is so small compared with that in the bulb that connecting tubes more than 250 ft. long are now in use under conditions of extreme heat or cold with perfect assurance of accuracy.

We have not been content simply to develop the Improved Helical Tube Movement, but we have made sure that its accuracy cannot be affected by outside conditions.

Foxboro Recording Thermometers are guaranteed accurate within 1% total chart range. They are absolutely reliable.

For complete information, write for Bulletin BH 104-1.

**THE FOXBORO CO., Inc.**

**Neponset Ave., Foxboro, Mass., U. S. A.**

New York Chicago Boston Philadelphia Pittsburgh
Cleveland Rochester Birmingham Tulsa
Los Angeles San Francisco Portland, Ore.
Peacock Brothers, Limited, 179 Delorimier Avenue, Montreal, Canada

**FOXBORO**

REG. U. S. PAT. OFF.

*THE COMPASS OF INDUSTRY*

# TORONTO CONCERN REPORTS BIGGEST YEAR'S BUSINESS

**Spanish River Pulp and Paper Mills Had Net Profits of $3,119,660 as Against $2,183,417 in 1923—Toronto Newspapers Receiving Shipments of News Print by Water —Apportionment of Cost of Norman Dam Up for Decision by Federal Authorities—Provincial Government Looking to Timber Industry for Additional Revenue of $3,500,000 During the Next Five Years.**

[FROM OUR REGULAR CORRESPONDENT.]

TORONTO, Ontario, September 1, 1924.—The annual statement of the Spanish River Pulp and Paper Mills, whose head office is in Toronto, has just been issued and is a very encouraging one, being the most satisfactory that has ever been presented. The earnings were slightly over a million dollars gross in advance of last year and net profits are $3,119,660 as against $2,183,417 in 1923. The usual dividends at the rate of seven per cent per annum have been paid on the preferred and common stock and also the proportion of the dividend payable to bondholders. In addition to these amounts a further sum of $400,000 has been transferred to depreciation reserve, making a total of $1,192,000. The surplus, after appropriations carried forward to next year, amounts to close upon $5,800,000.

The balance sheet shows that the financial position of the company is exceptionally strong. Notwithstanding the reduction of the bonded indebtedness by over half a million dollars, the working capital has increased by a million and half dollars and dividends have been paid to the amount of $1,405,000.

George H. Mead, of Dayton, Ohio, President of the company, makes no comment on the annual statement for the year ending June 30, 1924, other than the fact that, during the year, improvements were made to the three plants at Espanola, Sturgeon Falls and Sault Ste Marie, Ont., resulting in economies of manufacture, greater capacity and increased earnings.

The total assets of the company now amount to $44,704,649 showing an increase during the year of $1,628,163. Most of the increase is accounted for by the $9,605,586 which is invested in pulpwood, woods equipment, stores and finished product. On the liabilities, side, the bonded indebtedness has been decreased from $12,073,593 to $11,496,526, a drop of $577,067. A bank loan of $1,000,000 has been wiped out. Depreciation reserves now stand at $4,829,152, an increase of $1,109,728 and general reserves at $1,252,568, an increase of $151,261.

### Cargo Shipments of News Print to Toronto

Cargo shipments of newsprint in rolls from the plant of the Spanish River Pulp and Paper Mills, at Espanola, Ont., are now being made to Toronto by water, which is somewhat of an innovation in transportation to this city and the local newspapers are reaping the benefit in reduced carriage charges. The Wahcondah, a large steel steamer belonging to the Union Transit Company, Toronto, arrived in port recently with nearly eleven hundred tons of news print, which came down the Great Lakes from Little Current, a distance of about 550 miles, after a rail haul to this point of some thirty-six miles on the Algoma Central railway. The cargo was unloaded in about fifteen hours and other news print shipments are expected by steamer before the season of navigation closes.

### Apportion Cost of Norman Dam

Apportionment of the cost of repairing the celebrated Norman dam, which is the property of E. W. Backus, widely known pulp and paper manufacturer, and his associates is now up for decision by the federal authorities at Ottawa. During the past week Mr. Backus and his engineers met Hon. Charles Stewart, Minister of the Interior and the engineers of that department, in the hope of arriving at an agreement as to apportioning the cost. It is through the Norman dam that the level of the waters of the Lake of the Woods is controlled and the government is vitally interested in the repairs and improvements which are to be made to the dam. Last year engineers reported to the Interior department that its condition was unsatisfactory and that highwater might result in sweeping part of it away. No agreement has yet been reached as to the amounts which will be contributed by the federal government and the Backus interests but the engineers are at work on the problem.

### Three Million Cords of Pulp Wood

Hon. Charles Stewart, Minister of the Interior in the federal government, has authorized an auction sale of timber berths in the Lake Winnipeg district in connection with the projected pulp and paper mill at St. Boniface, Manitoba. The sale will cover selected areas sufficient to produce about three million cords of pulp wood rather than being restricted to certain specific mileages. The date has not yet been fixed but will soon be announced and auction instead of tender will be the method followed. What has brought about the sale is J. D. McArthur's plan for a big mill making news print, but the public offering will give opportunity to any bidder and the highest bid will be accepted.

### Governor General Visits Iroquois Falls

IROQUOIS FALLS, Ont., the site of the big pulp and paper mills of the Abitibi Power and Paper Company, attracts more noted visitors and visiting bodies than any other place in Northern Canada. It is a model town in every respect and on August 29, a visit was paid to it by Lord Byng, Governor-General of Canada, and Lady Byng. R. A. McInnes, mill manager, extended a cordial welcome to the distinguished guests and a civic address of greeting was presented by Mayor Vanier. Their Excellencies held a public reception, were taken for a trip through the big mill and an auto drive around the town.

### Provincial Revenue Is Increased

Arrangements to secure additional revenue during the next five years of over $3,500,000 from the timber industry of Ontario have been made by the provincial government and take the form of sales of timber and pulp wood limits. Four areas in the Mississauga reserve and a part of the township of Kittson in the Temagami reserve are on the tapis. The former four berths in the Mississauga reserve were sold during the past week to the Bishop Lumber Co., of Nesterville, who secured the red and white pine and all the pulp wood, at an "upset" price, which means that a certain amount is stipulated in addition to the ordinary Crown dues, which must be bid in order for a tender to be considered. The sale of the timber in Kittson township will take place this week.

### Press Day at Canadian National Exhibition

Press Day at the Canadian National Exhibition, which is now in progress in Toronto, was observed on August 29 and attracted about four hundred publishers and newspaper men from all parts of Canada, who report that business is improving and the outlook for fall trade fair. The exhibits of the Interlake Tissue Mills Co., Merriton, W. J. Gage and Co., manufacturing stationers, Toronto, the special car of the Canadian Forestry Association and the pulp wood and reforestation display of the Department of Lands and Forests of Ontaria attracted favorable attention. Hon. James Lyons, Minister of Lands and Forests for the province, has just returned from an extended business trip to British Columbia.

### Examinations for Pulp Wood Scalers

At different points in Ontaria during the past few days examinations for government pulp wood scalers took part and large number of candidates were examined. Only a small portion of those, who appeared, were successful. Major J. I. Hartt, of Orillia, supervisor of Crown Timber Agencies, reports that a fair quantity of pulp wood has been cut by settlers and others during the past two months and that there will be an ample supply to meet all needs.

# A Message *to the* Manufacturer *of the* Best Paper *in the* World

If you did not derive satisfaction from producing the finest you would not be called the manufacturer of the best paper in the world. You won this title by continually endeavoring to improve your product until you had passed all competition, and you did this by taking advantage of every means that came to your hand to make better paper.

We are offering you an economical method of still further improving your product. It may be done with the aid of a new piece of equipment, the Voith High Pressure Stock Inlet, and we have, ready for your consideration, convincing proofs of this statement.

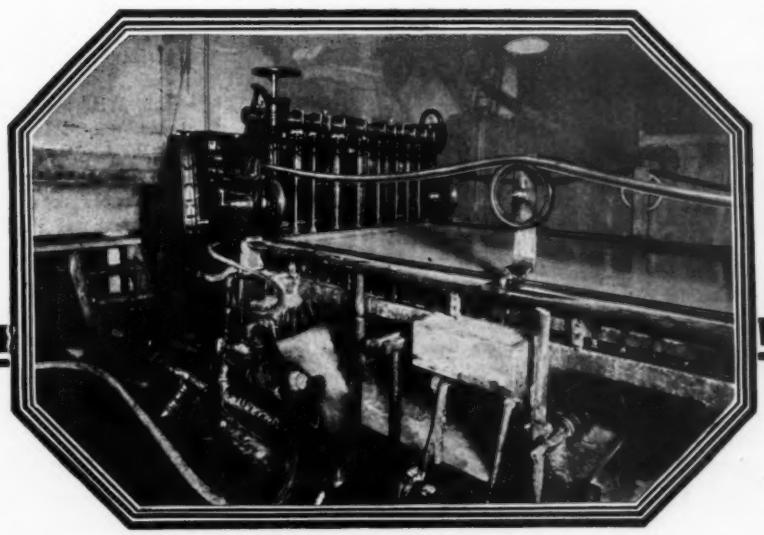
If you improve the formation of your sheet you are making a better paper, and the Voith Inlet makes this improvement possible. It permits you to use the entire surface of your wire for formation purposes. It eliminates all foaming and lumps and does away with the need for aprons and slices. Its minute adjustments assures an even sheet across the entire width of the wire.

These improvements are possible regardless of the speed of your machine, and the Inlet makes possible an increase in the speed of production should you so desire, without injuring the quality of the paper in any way.

## VALLEY IRON WORKS CO.

**APPLETON, WISCONSIN**

**New York Office: 350 Madison Avenue**



The illustration pictures a Voith Inlet on a book machine in a New York Mill. It reduced the variation in caliper from 10% to 1%, in spite of the fact that the machine's speed was increased 10%. Incidentally it is one of the fastest machines in the world. Your copy of an attractive booklet about the Voith Inlet is ready. Write for it today.

# CONDITIONS IN BOSTON SHOW AN IMPROVEMENT

**Paper Stock Now Plentiful in Boston—Cover and Catalog Papers Selling Freely—Envelope and Paper Bag Business Rather Quiet and Prices Off—Board Mills Not Anxious to Take Futures in Face of Advancing Paper Stock Market—News of General Interest to the Paper Industry—Cumberland Mills of the S. D. Warren Co. Resume Operations After Ten Days' Shut Down**

BOSTON, Mass., September 2, 1924.—There is a distinctly better feeling among the trade as a whole than has been apparent for many months. This mental attitude is hardly reflected in any perceptible increase in volume of orders placed, but it is slowly creeping through the veins of the buying trade, and it is confidently believed that with the end of September business will begin to show perceptible signs of improvement. The trend of things is best shown by the canvas of twenty-five men well known to be large buyers of paper stocks generally. Seventy-five per cent of these men who represent important industries, stated that there was a definite improvement in their trade while the remaining twenty-five per cent admitted that things were no worse and were content to say they believed the settlement of political and world problems would bring greater activities for all. Many of these men stated they would soon go into the market with orders based on the fact that they felt their business was going to improve and they would need papers of one kind or another.

Such expressions as those are helpful in determining which way the trade winds are blowing, for the opinions arise from more than one industry. Usually it has been true that when the textile or shoe industry is bad in New England, other lines are moving along well. This year, however, there has been a quite general slump in things, and business has generally been poor. For that reason, this opinion is doubly valuable, covering, as it does, a number of varied industries.

### The Paper Stock Market

The activity of local collectors for the paper stock houses has resulted in the quick accumulation of a large quantity of mixed papers which seem to be in greatest demand just now. Prices are not quite as firm as a week ago, and some holders of stock are letting it go at prices below the asking. For example, mixed paper is held around $17 per ton, but lots are being sold at $16 for full carloads.

### Box Board Prices

Box board mills have not been swept off their feet by the little flurry of business, and are very slow to take future commitments with the paper stock in an advancing tone. Mills do not care to advance their prices at this time unless they can have greater assurance that the advance will be a fixture. They consider that to advance prices in keeping with the fluctuations of the paper stock market would only spell disaster for them. It looks as though this little rush had been helpful in one peculiar manner. The dealers were not heavily stocked with raw material, and had no particular need to stock heavily with orders coming in as slowly as they were. Manifestly, the market was short of supply. Prices were very low and collectors could not be interested in gathering old news or mixed papers. Last week one Boston newspaper carried a front page display advertisement offering 40 cents per hundred for old newspapers and thousands of homes were called upon and immense collections resulted. So now the supply is plentiful again, but in the meantime the board mills are not forcing the market, and with prices not easy to maintain, the market on raw stock is sagging off again, and will no doubt reach its former levels again within the next few weeks, but there is now a plentiful supply of paper stock, whereas a month ago the market was short.

One large jobber suggests that advances are surely to be looked for in tag stocks and litho lines. While he could give no special reasons why this should be so, it will do no harm to keep a weather eye out for these two items.

### Cover and Catalog Paper Improved

Cover and catalog papers are moving briskly now in response to the demand for new fall catalogs and selling helps. These lines have been in fair demand all summer as many firms have tried to stimulate sales with additional appeals through the mail, and this activity has closely followed the busy periods of the local printing shops. Conditions have been somewhat better than in other sections of the country all this year.

In sharp contrast to this condition is the fact that the envelope and paper bag lines are in poor demand and prices are low. Department heads are at a loss to account for this, as normally, when excessive mail campaigns are planned, the envelope business is good. The paper bag industry is suffering from too much activity at lowered prices, and perhaps the envelope industry is tending the same way. Many envelope machines are owned by smaller operators who often figure wildly to keep their machines in operation, whatever the prices may be.

### General News of the Trade

The Cumberland Mills of the S. D. Warren Paper Company have been shut down for a period of ten days, making necessary changes and repairs, have now started up again on a five-day schedule.

G. M. Wetmore, General Sales Manager of the Claremont Paper Company and the Groveton Paper Company mills, has combined business with pleasure in a fishing trip to Averill, N. H. He is making the trip by auto and will stop at the company's three mills en route.

G. F. Baine, of the Borregaard Company, Inc., New York importers of foreign papers, was in the New England trade this week and reports good business.

The Dupont Cellophane Company is showing samples of cellophane produced in this country, and it is understood that this company has acquired American rights to manufacture and distribute these goods here based on the French patents. Their mill is located at Buffalo, N. Y.

T. F. Donoghue, of the Warren Manufacturing Company, was calling on the New England trade this week.

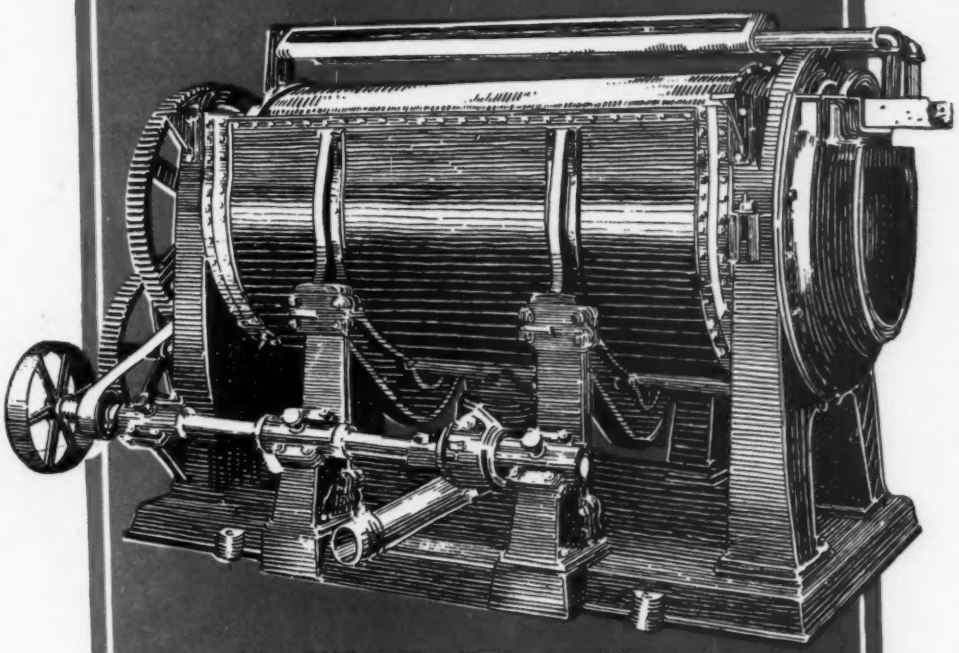
The Neenah Paper Company, of Neenah, Wis., are sending out to the trade a very attractive sample sheet printed in three harmonized colors on their Canary Chieftain Bond. W. H. Claflin & Co., Inc., are distributers for this line in Boston.

F. W. Power, manager of the manila paper department for Carter Rice & Co., and ex-president of the National Paper Trade Association, is at Ogunquit, Me., for a brief vacation.

## Peeling Season in Pulp Wood Is Over

The peeling season of pulp wood in Northern Ontario is over and settlers have taken out a fair quantity. The demand for spruce and balsam is not as active as last season and prices are a little easier. The mills are chary about entering into contracts as they have an ample supply on hand and are waiting to see how the paper market will shape up during the coming months. Peeled poplar is in better requisition and the Thompson & Heyland Company, Toronto, have entered into contracts to supply mills with 32,000 cords during the coming season. Prices on poplar are a little stiffer than a year ago and the product is shipped to United States plants for consumption. The Thompson & Heyland Company have entered into contracts so far for some twenty thousand cords of spruce pulp wood.

# BIRD



# SCREENS

BIRD SCREENS, each day, save three hours' production time of the largest felt paper machine in the country as compared with former screening methods. This means from 8 to 12 tons more paper each day.

Felt paper is an unusual case, but interesting to all mills, because it is a hard one. Bird Screens handle *all* grades of paper and are helping in the production of some 15,000 tons daily.

## BIRD MACHINE COMPANY

South Walpole, Massachusetts

7054

# NEWSPRINT OUTPUT BEING CUT BY THE CANADIAN MILLS

## Admission of That Fact is Made in Annual Report of Laurentide Co., Ltd.—Company's Financial Statement Shows Gross Profits of $3,143,000—Mills of Chicoutimi Pulp and Paper Co. Resume Operations After Long Period of Idleness—Riordan Properties May Be Sold in Three Parcels—$250,000 Fire at Pulpwood Mill of Brown Corporation.

[FROM OUR REGULAR CORRESPONDENT.]

MONTREAL, Que., September 2, 1924.—A frank admission that the output of news print in Canada is being curtailed is contained in the annual report of the Laurentide Company, Limited, which has just been sent out to shareholders. In this report, George Chahoon, Jr., the president, states that the company's mills have been operating on a curtailed basis since January 1st due to a slight over-production in the industry. This confirms the recent statement, according to which Laurentide production and that of some of the other mills has been cut down by about 10 per cent. Mr. Chahoon's only comment on this subject is that "this condition will continue until the growth of demand absorbs the new production which is being put on the market."

The financial statement shows gross profits of $3,143,000, which with one exception is the largest profit in the history of the company. The only other year in which profits from operations were higher was the year ending June 30, 1921, when the company showed $5,374,565, but this included the period when news print was selling at $110 and $130 a ton, as compared with $75 for the past twelve months. This high figure, moreover, was followed by a loss of $2,000,000 or more in inventories, so that on the whole the year just closed will rank among the best in the company's history.

In comparison with the previous year there is shown an increase in operating profits of $362,000, and in income from investments $21,644, bringing the total income to $3,551,590, as compared with $3,167,998 the previous year and $2,693,154 in 1922. This increase in income would have meant an increase in the amount earned on the common stock of close to 1½ per cent, but the management set down as an allowance for depreciation and depletion nearly $400,000 as above last year, so that the amount available for dividends was reduced to $2,084,000, as compared with $1,989,000 the previous year, representing 7.24 per cent earned on the common, as compared with 6.91 per cent in 1923; 6.23 per cent in 1922, and 15.86 per cent in 1921.

It is possible that the increased allowance for depreciation this year covers heavy losses through forest fires during the past year. The amount as it stands is nearly $700,000 above that of two years ago. The surplus for the year stood at $356,000 and brought the total surplus to $2,107,000.

Not only were the earnings for the year quite satisfactory but the working capital position is even more so. The current assets increased $869,000 and current liabilities only $81,000, leaving net working capital of $6,892,000 or $787,000 ahead of last year and $1,388,000 in advance of two years ago. This indicates a remarkably strong working capital position. A note by Mr. Chahoon indicates in part the reason for the increase in this working capital, aside from the surplus over the year, by stating that "the company has increased its working capital through the necessity of cutting a large amount of wood which was affected by the fires of the previous summer." The extent of this increase in wood is shown in the Balance Sheet, where "logs and supplies" stand at $4,255,000 compared with $3,561,000 the previous year. Bank loans, owing to the addition to the company's timber reserves during the year are up from $2,507,000 to $2,764,000 but the latter figure is still $800,000 below the total of two years ago, and $2,300,000 below the total on June 30, 1921.

### Chicoutimi Mills Re-Opened

After months of unemployment, six hundred men, formerly working for the Chicoutimi Pulp and Paper interests at Chicoutimi, Que., returned to work last week when the pulp and paper mills of that company resumed operations. The output will be forwarded to England where interests have entered into a contract with the Canadian concern. There are unconfirmed reports that Price Brothers and J. E. A. Dubuc are the parties responsible for the resumption of operations, and it is added that the operations will be permanent.

### May Split Up Riordon Properties

Speculation is still rife here as to the ultimate fate of the Riordan Company, whose properties are to be put up for sale shortly. Although a section of the creditors are making a strong effort to upset the order for sale of the assets of the company, it is not expected that their efforts will prove successful and the rumor now is that there is a possibility of the properties being divided into three lots.

There is first of all the old Riordan Pulp and Paper group, with two mills and limits, that it is thought the general mortgage bondholders will seek to prevent falling into the control of the first mortgage holders in order that they themselves may be protected. Then of the remaining properties the Kipawa mill may go to the Kipawa mortgage holders who have about $6,000,000 tied up. The Gatineau limits, it is true, are associated with the Kipawa property, and covered to some extent by mortgage, but the original owners of the property have a prior lien, and the Kipawa bondholders might not be able to look after this and operate the mill as well. It is pointed out that the Gatineau limits cannot be utilized by the Kipawa mill and would require the expenditure of a large amount of money for a new mill.

It is this third section of the Riordon assets that it is thought International Paper Company is likely to secure.

### Belgo-Canadian Paper Company

There is some expectation here of an initial dividend of 5 per cent on the common stock of the Belgo-Canadian Paper Company. While no financial report will be issued till after the end of the present year, which will cover eighteen months of operations, it is known that the company is making an excellent record, and is showing in the neighborhood of 17 per cent earned on the common stock. This places "Belgo" among the leading earners of the news print mills on its capitalization.

### Buys Land for Mills

Further evidence of the decision of the St. Regis Pulp Company to build a mill at Cap Rouge, eight miles west of Quebec, was available this week when it was learned officially that in the last few days the pulp and paper company mentioned has completed the purchase of lands, for $70,000 and within a few days more is expected to take over nearly as much again. Two large farms, of 33 acres each, are included in the deal. Ample accommodation is provided for quarters for the 800 expected to find employment after the three mills have been built, as well as suitable ground sites for the mills.

### Port Alfred Pulp Board

It is understood that the board and executive of the Port Alfred Pulp and Paper Company, successor to the Bay Sulphite Company, will be composed as follows when the line up is definitely and officially closed: R. O. Sweezey, president; J. H. Gundy, vice-president; Arthur Cross, managing director; J. W. Ross, C. E. Taschereau, E. A. Macnutt and Eugene Bergeron. The latter is the company's mill superintendent. Messrs. Sweezey and Gundy

(*Continued on page* 38)

# 50 Tons Daily July Average

Paper - - - - - Kraft

Basis - - - 20 to 50-lb.

Trim - - 142" to 144"

Machine - - BELOIT

*Fourdrinier—New Type*

**Beloit Iron Works** **Beloit, Wis., U.S.A.**

**Established** **Since 1858**

On Nov. 4th, 1920, 26,000,000 people voted, BUT 27,000,000 did not. VOTE NOV. 4th. VOTE AS YOU PLEASE, but VOTE.

# New York Trade Jottings

Walter R. Hicks, of Daniel M. Hicks, Inc., has returned to his desk, after a month's vacation.

* * *

Richard Holt of Hayden, Stone & Co., has been elected a director of the Mathieson Alkali Works, Inc., to fill a vacancy.

* * *

Harry J. Buncke, chief engineer of the Abitibi Power and Paper Company, Iroquois Falls, Ontario, was in New York this week on business.

* * *

O. M. Porter, assistant secretary of the American Paper and Pulp Association, has gone to Oaks Bluff, Mass., where he will spend his vacation.

* * *

Archibald P. Ramage, treasurer of Missiquoi Pulp and Paper Company, Sheldon Springs, Vt., called on friends in New York city last week, Wednesday, and left New York on the same day for a business trip to London.

* * *

"Jack" Deutsch, of Deutsch Brothers Manufacturing Company, is spending his vacation with Mrs. Deutsch and son touring through Maine in their Hudson 1925 model equipped with balloon tires. Mr. Deutsch reports that he finds flourishing conditions in Bangor, Augusta, Lewiston, and Portland.

* * *

The Mathieson Alkali Works, Inc., has declared an extra dividend of 1¾ per cent on the preferred stock, wiping out the accumulation on this issue and, in addition, has declared the regular quarterly 1¾ per cent preferred dividend. Both are payable October 1 to stock of record September 20.

## NEWS PRINT OUTPUT CUT IN CANADA

(*Continued from page 36*)

are well-known figures in the financial world generally and the bond business in particular. Messrs. Cross and Ross are of the well known accounting house of P. S. Ross & Sons, Montreal. Mr. Taschereau is prominent in Quebec circles, and a brother of Premier Taschereau, while Mr. Macnutt is one of the executive members of the Sun Life Assurance Company of Canada.

### Boston Firm in Big Deal

It is understood that Hollingsworth and Whitney, Ltd., Boston, have purchased all the lands of the Fraser Pulp and Lumber Company, amounting to some 280,000 acres. These properties are largely situated in Halifax, Colchester, and the St. Mary's district of Guysboro, Nova Scotia. Hollingsworth & Whitney have their paper mills at Waterville, Maine, and evidently are buying Nova Scotia lands as a reserve.

### Big Pulpwood Fire

A serious fire has taken place at the pulpwood mill of the Brown Corporation at Isle Verte. The damage reaches, it is estimated, over $250,000. The fire broke out at the mill, through some defect in the boilers, and before any step could be taken to prevent its extension, it destroyed the mill and then started to creep through the twenty thousand cords of wood piled outside. The destroyed mill was to be closed in a few days, so that, as far as employment is concerned, the fire will not have much effect.

### Manitoba Limits for Sale

Private despatches received in Winnipeg recently indicate that certain timber limits, which J. D. McArthur regards as necessary for proper furtherance of his pulp project, will be advertised by tender by the Federal Government of the Interior. As soon as Hon. Charles Stewart returns to Ottawa these limits will be advertised, it was announced. By those conversant with business affairs this is regarded as tantamount to completion of the McArthur pulp project, which is one of the largest in Manitoba in several years and which will result in large employment.

## Kalbfleisch Corp. to Open Kalamazoo Plant

[FROM OUR REGULAR CORRESPONDENT.]

KALAMAZOO, Mich., September 2, 1924.—The Kalbfleisch Corporation of New York, one of the largest manufacturers of chemicals in the world, has acquired the plant of the Michigan Silo Company, on Race street, with sidings on the Grand Trunk and Chicago, Kalamazoo and Saginaw railroads. The company is remodelling the plant and expects to begin active production here about October 1. The initial output of the local plant will be satin white and rosin size, principally to serve the paper mills in the Kalamazoo valley district.

In this connection the Kalbfleisch Corporation of Michigan has filed articles with the secretary of state at Lansing and the ownership of this corporation will be vested in the New York corporation.

The local property was acquired through the Sanford A. Wiltsey real estate agency and includes 11½ acres of ground, ample for future developments of the industry. The building of the Michigan Silo Company, one story and 100 by 300 feet in dimensions is now being rebuilt to meet the immediate requirements of the new owners.

The Paper Mills Supply Company, offices in the Park-American, of which L. R. Verdon is the head, handles the Kalbfleisch Corporation's products in this territory and will continue to do so under the new arrangement.

"This move on the part of the Kalbfleisch Corporation will enable it better to serve its trade, not only in the Kalamazoo valley district, but also throughout Michigan, Ohio, Wisconsin and other states of the middle west," said Mr. Verdon. "It is in keeping with its policy of having its plants located in the centers of the paper mill industry. As practically our product is made by machinery we will not require a large force of employees, probably about 25 at the outset, increasing the number gradually as our business in this division grows. The first of our force has arrived from Erie, Pa., and others will follow in a few days. It is likely that the present office of the Paper Mills Supply Company will be located in the Race street plant when operations begin there."

The Kalbfleisch Corporation, which is one of the oldest manufacturing concerns in the United States, was founded in 1829. It owns and operates plants at Waterbury, Conn.; Chattanooga, Tenn.; Brooklyn, N. Y.; Elizabethport, N. J. and Erie, Pa. For a number of years it has enjoyed a large trade in the Kalamazoo district, shipments in the past having been made principally from Erie, Pa.

In addition to its paper mill products, this concern also makes a very extensive line of chemicals used in the textile, leather and metal trades, their catalogues showing between 200 and 300 distinct products. While not making any predictions regarding the future, Mr. Verdon admitted the possibilities for growth of the local plant limitless.

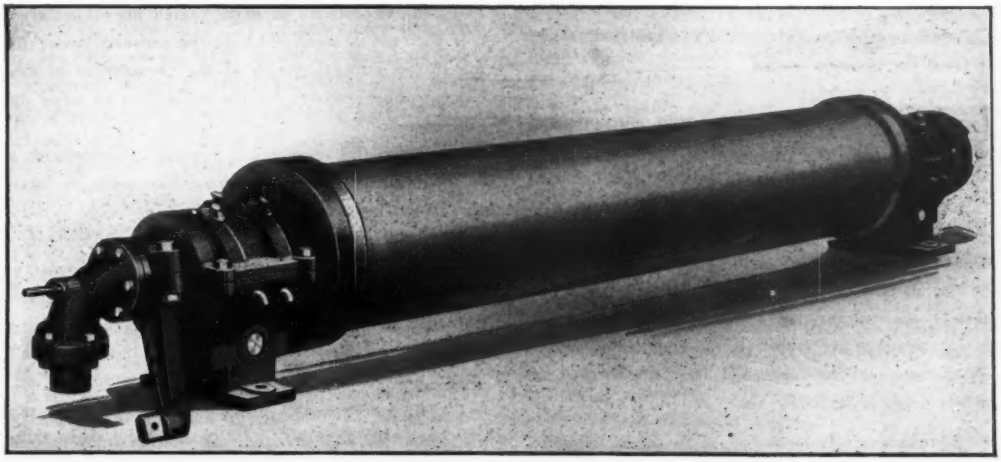
## Ballston Fibre Products Plant May Be Razed

[FROM OUR REGULAR CORRESPONDENT.]

BALLSTON SPA, N. Y., September 3, 1924.—According to Thornton Dixon, attorney for the Consolidated Paper Company, of Monroe, Mich., if the Ballston Fibre Products Company's mill, at Ballston Spa, is not sold within a short time, in all probability the mill will be razed, the machinery removed and the real estate and water power will be offered for sale.

The mill was taken over by the Adirondack Paper Company some time ago, but was closed last spring. The Ballston Fibre Products Company owned the mill, which is valued around $100,000, a former stockholder said, and leased it for manufacturing purposes.

# Kilberry SUCTION ROLL



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# Editorial

**Vol. LXXIX New York, September 4, 1924 No. 10**
**HENRY J. BERGER, Editor**

## TURNING THE DEPRESSION CORNER

Those who have been keeping closely in touch with business conditions over a wide area declare that the depression which we have been experiencing for some months is being rapidly relieved and that thre is a distinct evidence all along the line of business revival. Whether this is due to the stored-up energy of vacation time which brings people back full of a lot of pep ready for fall business or not is difficult to say.

But the fact remains that a new activity manifested widely, promises relief from the business inertia.

Judge Gary is quoted as saying:

"Nothing that is reasonable, sound, and honest can prevent a good volume of business in this country during the coming month."

This is encouraging, coming from a man of this caliber.

Then we are assured that agricultural conditions on the whole are more than satisfactory and that the nation's crop will total at least $1,000,000,000. When the farmer has money, it trickles in every direction, and all business rejoices.

Banking interests are encouraging. They assure us that our financial conditions are sound and stable. Over-production, which is probably largely the cause of the depression, has been checked, and this will mean fairer prices on many lines, and this, in turn, will encourage business.

Part of the cautious attitude of big business in this country has been due to the unsettled conditions in Europe. Our market there has been a greatly reduced one, but now that conditions abroad are being adjusted, we have a right to expect a greater buying power for American goods. And this means a general awakening all along the line. If an automobile is stalled near the head of the parade, it will hold up other cars for a mile back. It looks now as though the business parade was moving on and that we can confidently expect and prepare for an encouraging measure of prosperity for those who are ready to do their part and to handle their own affairs with intelligence.

There are those who predict that in certain fields prices will go up somewhat within the next few months. This is due to the fact that buying has been so restricted for the past months that replacements must soon be made, and that many industries are already away behind on their orders. The big mail order houses are increasing their buying, and they are doing this on the strength of significant national conditions.

It should not be forgotten, however, that we cannot stand back and expect profitable patronage to rush in upon us. Each man's business will be largely what he himself or the firm make it. In other words, if we go after business, we will get it, and when we get it, we must make good to hold it. Salaries are not likely to be lower immediately, but we have the satisfaction of knowing that the standards of service and especially of salesmanship are increasingly high. Thoroughly trained salespeople and interested ones mean more customers and larger sales.

A decided advantage apparent as a result of the business depression of the past months is the logical retrenchment which so many have made. In many establishments, it was found that three could handle work previously divided among four; that fewer deliveries were necessary when a schedule was adopted; and that special events such as sales, anniversaries, etc., must have enough attention and be carefully enough prepared to warrant the prominence given them.

These logical and perfectly possible economies will all add to the net profits not only for the present, but in later months when business is going stronger and competition is keen for the coin of the realm which is in circulation.

## PAPER EXPORTS LOWER

Returns for the fiscal year ending June 30 show that, on a value basis, the exports of paper decreased approximately two and one-half per cent as compared with the previous twelve months, according to the Paper Division of the Department of Commerce. Discussing paper exports for the fiscal year in some detail the Division says:

In making this comparison, however, consideration must be given to the fact that competition from European producers during that period was keener than it ever has been in the history of the paper export trade. Prices in the European producing countries had been forced down to an extremely low level due to what was apparently a price-cutting war among themselves in their efforts to hold on their share of the business offering in the consuming markets. The year's results, therefore, as far as our own foreign trade is concerned should not be considered as discouraging, but rather as an evidence of our ability to hold on to our trade despite the fact that our prices generally were considerably above those of our competitors.

Recent reports would indicate that this price war among European producers would soon end. German mills have been forced to increase prices to take care of increased cost of production. In the other producing countries there is evidence that the prices which have ruled during the past year do not show a sufficient profit; in fact, in some instances do not cover cost of production, and while there may not be an immediate change in the situation, it is evident that European prices have, at least, reached bottom. Therefore, the prospects for the present fiscal year appear to be brighter.

Losses during the past twelve months for the most part occurred in the cheaper classes of paper, exports of relatively high-priced and specialty papers on the whole having shown a gain during this period. Exceptions are found in the case of writing paper, surface-coated paper, and bristols, all of which decreased during 1923-24, while exports of paper board and straw board increased nearly 30 per cent. Other classes in which the United States extended its trade during the past year were photographic paper and boxes and cartons among the leading items, and greaseproof, kraft wrapping paper, towels, napkins, wall board, wall and hanging paper, cigarette paper, envelopes, and specialty lines, among those of secondary importance. Exports of newsprint have also shown a steady upward trend since the first months of 1924, and while the total exports of this item for the past fiscal year are still 15 per cent under those for the fiscal year 1922-23, shipments during the past six months are 5 per cent greater for the same period in 1923.

The total exports of paper and paper products from the United

States during the past year were valued at $24,903,953, a decrease, as stated above, of 2½ per cent compared with the previous twelve months. The leading items were: Paper and strawboard, valued at $2,861,319, book paper, valued at $2,347,378, and wrapping paper valued at $2,020,917. Export of paperboard and strawboard increased 13 per cent in value and 30 per cent in quantity, but book paper shipments show a loss of 24 per cent in value and 32 per cent in quantity, and wrapping paper losses of 4 per cent and 15 per cent respectively.

Exports of newsprint ranked fourth in importance, being valued at $1,694,321, followed by photographic paper valued at $1,498,878, and boxes and cartons, valued at $1,100,204. The latter represents one of the largest gains made in the paper export trade, shipments during the past year showing an increase of 16 per cent in value and 20 per cent in quantity. Exports of photographic paper also have shown a steady, if small, upward trend during the past two years. Writing paper shipments, however, during 1923-24 were one-fourth less than in the previous year, while in valuation, $921,867, there was a decline of only 16 per cent. Envelopes and papeteries, valued at $528,231 and $148,916, both show an increase of 2 per cent, although the volume of shipment of the latter declined 15 per cent. Exports of paper bags, valued at $923,186, were 2 per cent less, and exports of wall and hanging paper, valued at $619,357, nearly 25 per cent greater, than for the previous fiscal year.

## Columbia River Paper Mills Start

[FROM OUR REGULAR CORRESPONDENT]

VANCOUVER, Wash., August 27, 1924.—Commencement of actual manufacturing operations at the plant of the Columbia River Paper Mills witnessed realization of a dream that had its first conception in the mind of F. W. Leadbetter, president of the company, nearly 20 years ago.

For nearly a score of years, the veteran paper manufacturer has visioned the ideal paper mill, centrally located as to raw material, labor supply and shipping facilities, and throughout the time that he has held to that vision, he has also pictured Vancouver as the ideal site for such an enterprise.

At various times during this 20-year period, preliminary steps were taken by Mr. Leadbetter and his associates to create from this vision the ideal paper mill, but various forces contributed to postpone actual fulfillment of the dream until the present.

In the words of Mr. Leadbetter himself, this postponement has probably been just as well for Vancouver, for, as he declares, "the new mill just completed is supposed to be by far the most complete and up-to-date enterprise of its kind in existence."

Had the dream become a reality any sooner, the mill could not have been as perfect as it is.

Actual construction of the Columbia River Paper Mills commenced on January 4, 1923, with the filing of articles of incorporation for the new concern at Olympia. At that time, as stated in these articles, the company was capitalized for $1,500,000, represented by $750,000 of common stock and $750,000 of preferred stock.

The original articles of incorporation were signed by W. B. DuBois, J. J. Donovan, C. W. Ryan and Henry Crass, as trustees. Other trustees at this time included F. W. Leadbetter and Walter L. Spaulding, both of Portland.

On December 15, 1923, amended articles of incorporation were filed at Olympia by the trustees of the Columbia River Paper Mills increasing the company's common stock to $1,250,000 and giving the concern a total capitalization of $2,000,000.

The sawmill unit was the first portion of the Columbia River Paper Mills' plant to be completed. Work on this unit commenced May 1, 1923. The sawmill commenced to operate October 22, 1923.

Construction of the building that houses the various units of the company's paper manufacturing department proper commenced October 1, 1923. This building was completed in 74 working days.

Officers of the Columbia River Paper Mills are F. W. Leadbetter, president; W. B. DuBois, vice-president; J. J. Donovan, secretary; Hamilton F. Corbett, treasurer; C. W. Ryan, assistant treasurer.

Members of the board of trustees include F. W. Leadbetter; W. B. DuBois; J. J. Donovan; Hamilton F. Corbett; C. W. Ryan; Henry Crass, Vancouver attorney; Dr. B. L. Steeves, retired Salem physician and vice-president of the Salem Bank of Commerce; L. A. Benecke, vice-president of the Cupples company, of St. Louis, Mo.; F. J. Andreae, of Salem, treasurer of the Oregon Pulp and Paper Company; Robert H. Noyes, of Portland, president of the Noyes-Holland Logging Company; Dr. Herbert Lieser, Vancouver physician and Fred H. Fuller, superintendent of the Columbia River Paper Mills.

In addition to the officers, the executive staff of the Columbia River Paper Mills includes R. V. Schafer, superintendent of the sawmill; J. W. Van Alstyne, superintendent of the sulphite plant and C. A. Watts, office manager.

## R. S. Kellogg Speaks on Forestry

[FROM OUR REGULAR CORRESPONDENT.]

PETERSBOROUGH, N. H., September 2, 1924.—"The enactment of the McNary-Clarke forestry law in June this year marked another milestone of progress in the effort to make all forest land in the United States continuously productive of timber crops," said R. S. Kellogg, Chairman of the National Forestry Program Committee, speaking last evening before the annual meeting of the Society for the Protection of New Hampshire Forests.

"Sixteen years after the organization of the American Forestry Association," Mr. Kellogg continued, "Congress provided in 1891 for the establishment of forest reserves, through the withdrawal of publicly owned forest lands from sale or entry, which began to be National Forests under proper administration in 1905, and now total some one hundred million acres in the West. The Weeks law of 1911 initiated the policy of purchasing forest lands upon the watersheds of navigable streams in the East which has become a matter of annual appropriation with a total of over two million acres of National Forests set up in the White Mountains and the Southern Appalachians with widespread benefits already resulting, while the McNary-Clarke law outlines the future policy of the Federal Government co-operating with the States and timberland owners for nation-wide fire prevention, acquisition of forest lands, forest planting, forest research and protection of the remaining forests on the public domain."

"With the basic principles of a national forestry policy now enacted as the culmination of fifty years of effort, the first task ahead is to secure from Congress adequate annual appropriation for forest protection and to make sure that the several states do their share in suppression of the fire menace. Great damage has been done by forest fires in the West, and particularly California, this season, but the damage would have been incalculably greater had not the National Forest Service been on the job working with the timberland owners and the State and local authorities fighting the common enemy.

"Seventy-five percent of the forest fires in the United States are man-caused, and the elimination of fire is seventy-five percent of the problem of securing a future timber crop of commercial value in this country. New England has been fortunate this year, but only eternal vigilance and public education in fire prevention will save her forests the first time that nature brings along a dry season," said Mr. Kellogg in closing his remarks.

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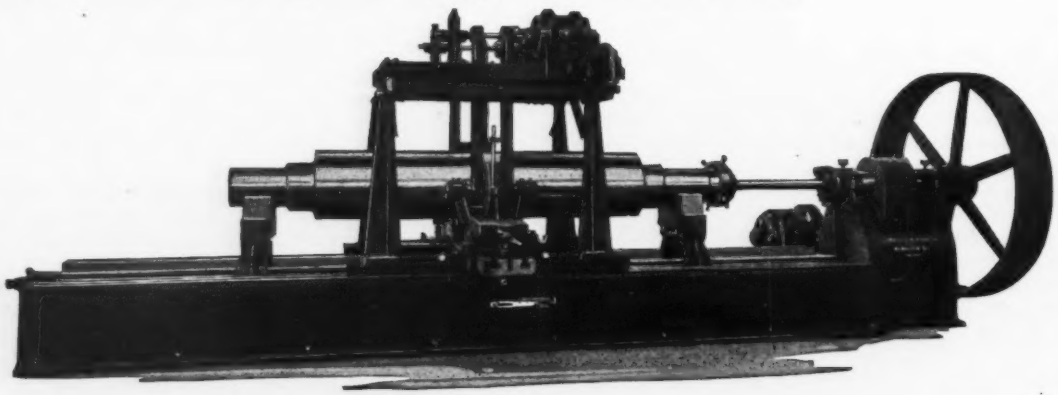

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AN ORGANIZATION FOR THE ENCOURAGEMENT OF ORIGINAL INVESTIGATION AND RESEARCH WORK IN MILL ENGINEERING AND THE CHEMISTRY OF PAPER, CELLULOSE AND PAPER-MAKING FIBERS GENERALLY; IT AIMS TO PROVIDE MEANS FOR THE INTERCHANGE OF IDEAS AMONG ITS MEMBERS IN ORDER THAT PROCESSES OF MANUFACTURE MAY BE MADE MORE EFFICIENT AND IMPROVED ALONG TECHNICAL LINES.

Conducted by W. G. MacNAUGHTON, Secretary

# MAKING LEATHER BELTS ENDLESS

By Louis W. Arny, Leather Belting Exchange Philadelphia

The weak point of every belt is the joining of the two ends. Not only is it the weak point, but also it is the point of most belt trouble. There are a multiplicity of devices for joining these ends, from the old lace-leather-sewn joint, to the endless variety of metal fastenings. Some of these are better than others, but all of them are subject to the following objections:

They break.

They tear out the ends of the belt.

If metal, they make a clatter in going over the pulley.

If leather, they form a hump, which pounds on the pulleys.

If metal, they may be dangerous to the workman.

They interrupt the continuity of the flow of power.

They require frequent renewals.

If not very carefully adjusted, they make probable a crook in the belt at the joint.

These are all serious defects, small in themselves, perhaps, but aggregating, where there are many belts, a large amount of lost time and annoyance. "The total depravity of inanimate things" always causes a belt fastening to fail at the most inopportune time, when the loss and the annoyance are greatest.

### Avoid Trouble and Annoyance by Using Endless Belts

The remedy for all this annoyance lies in using only endless belts, i. e., those in which the two ends of the belt are joined to make a continuous length. Almost any kind of belt can be made endless at its factory by the manufacturer who made it, and where an endless belt can be placed around the pulleys without an expenditure of too much time and effort, and where there is provision for taking up the stretch, new belts should be ordered "made endless" when purchased. Where it is necessary to take down shafting and pulleys to install such a belt, or where there is no provision for taking up the stretch, a belt made endless at the factory is impossible. Such belts can be made endless on the pulleys satisfactorily, and some cannot. This paper applies only to those which can be made endless on the pulleys satisfactorily, viz., the leather belts.

### A Simple Job

Making a belt endless on the pulleys is like many another job, in that it appears difficult and complicated, but when once the trick is learned, it is remarkably simple, and the handy man of the shop, or any man accustomed to use carpenter tools, can learn it, and can make all the belts in the shop endless, and "take them up" when occasion requires, besides making any other repairs that may be necessary. The aggregate cost of making and maintaining endless belts will not be materially different from the cost of using fasteners.

### The Tools Required

The tools required are as follows:

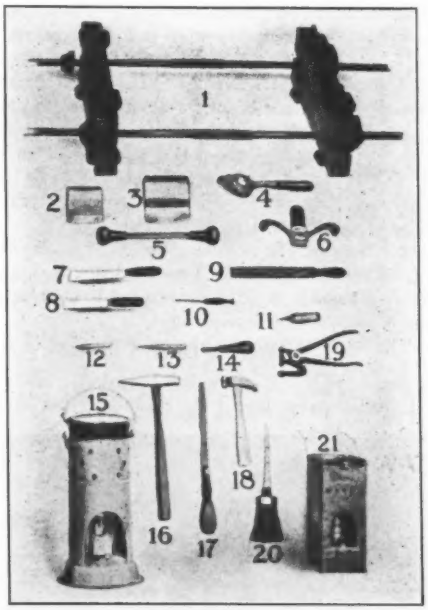


Fig. 1

1. Clamps and Rods.
2. Belt Scraper.
3. Slicker.
4. Belt Hoe.
5. Belt Shave.
6. Spoke Shave.
7. Long Skiver.
8. Heel Chop.
9. Knife Sharpener.
10. Steel Sharpener.
11. Awl.
12. Drive Punch.
13. Blind Punch.
14. Staple Puller.
15. Glue Kettle.
16. Ripping Hammer.
17. Screw-Driver.
18. Pegging Hammer.
19. Hand Punch.
20. 3½" Best Glue Brush.
21. Safety Copper Glue Kettle.

Some of these tools already are in the shop, and all of them, or any of them, may be obtained from any leather belting manufacturer. There is only one of them that is unusual to the ordinary mechanic—the turned edge scraper. This is a flat piece of good steel, about the thickness and quality of good saw steel, and is fitted in a handle as shown. The point about this tool is that it works with an edge which is turned at a right angle to the blade. This is accomplished

by grinding a long edge, (Fig. 2) then rubbing this down to a fine edge on a "clearing stone," (Fig. 3) then with a smooth, hard, steel tool, turning this edge so that its cutting edge is at right angles to the blade. With the tool firmly held in a vise, pressure is applied on one side, about at the angle shown (Fig. 4). When the edge is

FIG. 2
Grinding an edge on the scraper

smoothly and uniformly turned to the angle shown, (Fig. 5) the angle of the steel tool is changed, and the process repeated, and then is completed by using the steel tool at right angles to the blade (Fig. 6).

There is a small steel tool, Number 10 in the illustration, round, slightly tapered, with a smooth, hard point, which is used to keep this turned edge in good cutting condition, by rubbing its point on the under side of the turned edge, (Fig. 7) and its surface on the upper side. These turned edges are fairly durable, in working in leather, but when they are gone it is necessary to grind the tool again, and repeat the process of forming the edge.

The scraper is one of the most important tools in the belt maker's kit, because it saves much time in cutting laps, and because with its use it is possible to scrap down a lap to an even bevel, and to make sharp points on the laps.

### Making Laps

First decide on the length of the lap desired. Generally speaking, it is wise to make a new lap of the same length as the others in

FIG. 3.
Scraper blade brought to a fine edge on a clearing stone

the belt, though in the case of double belts this may be varied to suit the conditions. One lap should not be made over another lap, and it may be necessary to make a lap longer or shorter to avoid this.

The things to be remembered are that the line of the point and the line of the heel must be exactly square with the edge of the belt, and that the bevel from heel to point must be uniform and regular, and that there must be no "humps," especially back of the point, to prevent the proper adhesion of the cement at every point of contact.

FIG. 4
The first effort to turn the edge

Clamp the belt to the table, so that both hands are free for the use of tools. Measure the lap desired, and mark across the belt a line drawn with the use of the square, as representing the end or heel of the lap, and proceed with the spokeshave to cut away the material, from this line down to the end of the belt, the latter

FIG. 5
A closer approach to the right angle

becoming the point of the lap. This should be "roughed off" with the spokeshave, and then scraped down to the point with the scraper, and trimmed up with the knife, as illustrated. (Figs. 8, 9, 10, 11).

A small steel plane also can be used to advantage in connection

with the spokeshave. Any man handy with tools soon can learn to make a good lap quickly.

The points which must be noted here are:

(*a*) The points of the laps always must be exactly square with the edge of the belt. Guesswork will not do here.

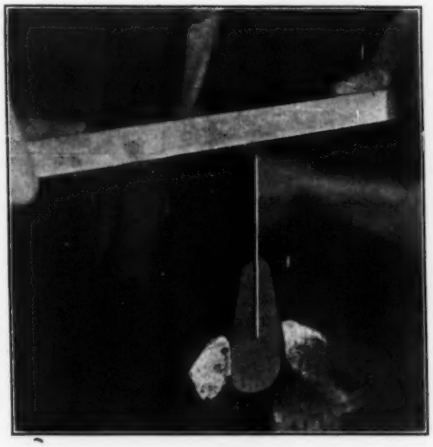

FIG. 6
Here the edge is turned completely

(*b*) The lap must be gradually tapered from heel to point. Avoid a lump back of the point.

(*c*) Take care to remove all the old glue, and to present a clean, fresh surface to the cement. (Fig. 12).

(*d*) See that the glue is hot, and not too heavy; spread thin, working it carefully into the fibers of the leather. (Fig. 13).

(*e*) Bring the two glued surfaces together, taking care that they do not slip on each other. Rub the joint with a scraper handle (Fig. 14) to supply a little pressure, or place the joint between two small boards and apply pressure with the bench clamps.

(*f*) Permit the glue to "set" for an hour, before putting the belt on the pulley.

### The Belts to Be Made Endless

The belts which are to be made endless will divide thmselves into three classes:

*First*—Those which have been endless, and which it is desired to shorten.

FIG. 7
Showing the turned edge and the tool used to keep it in condition

*Second*—Those which have been running with a laced or metal fastened joint.

*Third*—New belts which have not yet been placed upon the pulleys.

These again divide themselves into two classes:

(*a*) Those which are small enough to throw off the pulley, and to take to a nearby bench, and

(*b*) Those which, because of their size, must be worked upon on the pulleys.

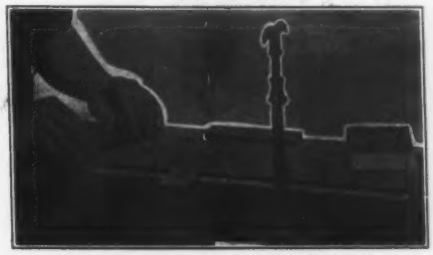

FIG. 8
The heel of the lap has been marked with the square, and rough cutting, is being done with the spokeshave

### To Shorten Narrow Belts Which Have Been Endless

With the first of these classes the belt has been running endless. but has stretched a little, so that the tension is reduced and it becomes desirable to shorten it. If it is a narrow belt, which easily may be thrown on the pulley, it first is necessary to determine how much shorter the belt must be. When this is decided, find the joint which was made when the belt was last put on and, with the point of the screw-driver, carefully open it, running the screw-driver under the point of the lap and working it towards the heel, taking care not to tear the leather. (Figs. 15, 16).

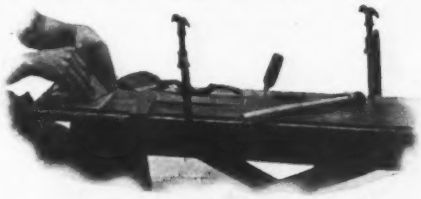

FIG. 9
Coming down to a fine point with the scraper

If it is a double belt each ply of leather may have it own lap, or if it is a narrow belt it may have such a lap as is used on a single belt. Remove the belt to the bench; inspect carefully to see from which end it is most desirable to cut, in its relation to any other joints in the belt, and then bring the end on which it is decided to work nearly to the end of the bench, clamp the belt to the bench

FIG. 10
Working down to a rough point

with bench clamps, and proceed to cut back the laps the desired distance.

### To Make an Endless Joint in a Belt Which Has Been Laced or Hooked

Where it is desired to substitute an endless joint for a laced or

TECHNICAL SECTION, PAGE 90

hooked joint the procedure is a little different. If the belt is loose enough on the pulleys so that it can be tightened a number of inches equivalent to the number required to make the endless joint, the

FIG. 11
Finishing the tip of the point with a knife

process consists in removing the belt to the bench as before, and making the necessary lap. If it is a single leather belt, or if it is a narrow double, say under 6 inches, an ordinary single lap may be used as illustrated. This lap should be from 4 to 6 inches long, according to the width. The process then may be completed as

FIG. 12
Scrape off all the old glue

described. If the belt is an old one, and the surface of the lap when made appears to be greasy, it should be cleaned with gasoline before attempting to cement it.

Where the belt is not long enough to provide from its stretch

FIG. 13
Spread the cement, hot and thin, working it well into the fibers

sufficient material for the lap, it becomes necessary to prepare a piece to set into the belt. If it is a single belt, this may be a very short

FIG. 14
Rubbing down the surface to make the cement adhere

piece with a lap on each end, as illustrated, (Fig. 17) and then laps must be cut upon the old belt to fit this piece, and the cementing process applied as described. Where it is a narrow double belt, the piece inserted may be made in exactly the same way, but for a wider double belt the piece should be arranged so that it provides a separate joint for each of the two plies of the double belt, and

FIG. 15
Starting a joint with a screw-driver

that these two joints are "broken" so that they do not come together. This type of joint is illustrated in Fig. 18. The ends of the belt then may be fitted to this insert.

### Working With Clamps

If it is an old belt that is to be shortened, first find the point on the belt at which the joint has been made, and bring the belt around

FIG. 16
Opening a cemented joint

to a place between the two pulleys where it may be most convenient to work. Then put on the clamps, one of the jaws above and one below the joint.

In putting on belts with clamps the first requisite is to see that the middle line of the width of the belt corresponds exactly with the middle line of the distance between the centers of the rods of the clamps. Most clamps have this point marked on them.

FIG. 17
Insert for single belt showing laps on both ends. This may be as long or as short as necessary

The next point, and a most imperative one, is that each pair of jaws of the clamps shall be exactly square with the edges of the

FIG. 18
Insert for double belt, showing all laps.

belt. A little care here in drawing up evenly on the two rods will bring the two ends of the belt square and true, and will save effort and possibly a crooked belt.

Apply enough pressure to the clamps to take the tension of the belt off the joint, and then open the joint with the screw-driver, as before, cut down the new lap on one end with the spokeshave and the scraper, scrape off all the old glue from the lap on the other end, and proceed as before. This work can be best done on a clamp board, which fits between the rods and is attached to them.

### Making New Belts Endless

In putting on new belts the laps should be made and the belt drawn over the pulleys, and then the clamps adjusted as above described. If the belt is to be bought, give the belt maker the exact length around the pulleys, stating whether it has been measured with a steel tape, a cotton tape, or a string, and let him make the allowances, and tell him to make it "endless-open laps." It then will come to hand ready to be placed around the pulleys and cemented. In the case of new belts which it is desired to place on the pulleys endless, the first thing is to get the proper length of the belt. It is usual to estimate that the belt should be one-eighth of an inch to the foot, or one per cent, less than the actual steel tape measure around the pulleys, and for small belts, which are to be thrown on the pulleys, without the use of clamps, this will be found to be sufficiently accurate. For those belts which are to be put on with clamps, or where it is necessary that the belt shall be tight to produce tension, this allowance may be increased slightly, but not much. For single belts, to this length must be added the length of one lap, and the belt may be cut to this total length, and the laps prepared and cemented as provided. For double belts, the plies should be opened for a little distance from the ends of the belts. This distance must vary with the width of the belt, and consequently the length of the lap desired, and with any other joints which may be near the ends. It may be desirable to make it long enough on one side of the belt or the other to include an existing lap, so that two of them shall not come close together on the same side of the belt. This distance must be long enough so that each lap will have a piece of whole leather on the opposite side. When this distance is determined, one side of one end must be cut back the proper distance, and the opposite side of the other end, as shown in Fig. 18. Then the laps may be made on both of the two sides, on both of the two ends, as described. New belts can be prepared best at the bench. If it is a belt of any size it may take some effort to bring the two ends close enough to slip the clamp rods into place. Clamps for very wide belts usually are made with a heavy screw eye bolt in one of each pair of blocks, so that a chain hoist, or a block and tackle may be used to bring the ends of the belt to a point where the rods may be inserted.

With a new belt it is necessary to pull it up to a point where the laps fit perfectly. Then an observation should be made to see whether the belt is sufficiently tight. There may have been an error in measurement, or an insufficient allowance for stretch. If it is decided that the belt is not tight enough, it is a simple matter to scrape back the laps for enough to tighten it sufficiently, unless there has been a gross error.

There is some sort of agreement among belting men that single belts should be put on so that they have an initial tension, before starting, of 72 pounds per inch of width, and double belts in proportion. Ordinarily, there is at hand no method of measuring this tension, and it becomes a question of judgment of the operator, and he must endeavor to judge accurately the proper tension which should be applied, by watching the performance of his belts after they have been running, and gauging the frequency with which they have to be "taken up."

### Cements

There are two kinds of cement used for leather belting, the regular belting cement, and the waterproof belting cement, and both can be obtained from the leather belting manufacturer. Both are of ample strength and durability, one being used for dry, and the other for damp or wet conditions.

### Regular Cement

The regular cement usually comes in cakes, or lumps, which are dissolved in water, in a double jacketed glue pot. Any pot with a double jacket, that is, having an inner and outer vessel, so that the heat reaches the cement through the medium of hot water, and not directly from the flame, will answer, though it is better to use the safety or underwriter's glue pot, for in it the glue may be maintained under heat directly at the job, and without risk of causing fire. Make the cement hot, but do not permit it to boil. It should be reduced with hot water to a proper consistency to spread easily, and must be applied "piping" hot, to get the best results. It is desirable, too, that it should be applied fresh, and it is better not to attempt to use over the remains of a previous melting, if it is old and hard. The pot and the brushes must be kept clean, remembering that the base of this cement is animal glue, which is subject to putrefaction.

### The Waterproof Belting Cement

The waterproof cement is entirely different. It is chemical, a base dissolved in a solvent other than water. The solvent is very volatile, and highly inflammable, and it must be kept away from any open light. It reaches the buyer in a liquid form, usually ready to spread, though after some spreading the remainder will grow thicker and should be reduced by the addition of solvent, which can be had from the same source as the cement.

This cement is more like a varnish, and it is used cold. The surface to be cemented must be thoroughly coated with the cement, well brushed into the fibers of the leather, and then permitted to dry, which, because of the volatility of the solvent, it does rapidly. When dry apply another coat, spreading lightly, permitting this coat to dry in the same manner. Being perfectly dry, it now is ready for the third and last coat. Be sure to apply evenly, and do not leave any bare spots. On belts wider than 12 inches do not attempt to cover more than a 5 inch cross section of the belt at one time, since the solvent evaporates very fast, and it is easier to handle a small surface. When applying the last coat, work fast. Do not hammer the joint, but rub it gently, or place it between boards, and apply pressure with the bench screws. The joint should "set" for a couple of hours or longer before using the belt.

This waterproof cement substantially is liquid celluloid, and its application places a layer of celluloid between the two surfaces of the lap, in which the leather fibers become embedded. It is unaffected by water, in any period of time, because both its base and its solvent are materials which are not soluble in water. It should be used on all belts that are exposed to damp conditions, or on which water may leak.

### Leather Is Waterproof

Leather itself is waterproof—not in the sense that a good oilskin coat is waterproof, because it does not permit water to penetrate to the clothing beneath, but the leather is waterproof in the sense that though it will absorb water freely, the water does not injure it, and the leather remains substantially unchanged in any amount of water. Leather belts joined with the waterproof cement above described cannot be injured by water. Belts exposed to flood, or to wet conditions, should be kept well dressed with a good animal grease belt dressing to maintain the lubrication of their fibers, and to prevent it becoming hard when it dries.

Both of these cements are thoroughly practicable for their use in belts, without the addition of any rivets, pegs, stitching, or other means intended to hold the plies of the belt together. Thousands of miles of belting are running every day with no other fastening between their plies than one or the other of these cements. Their efficacy has been abundantly proven by many years of experience, and hence the addition of rivets or stitching not only is unnecessary, but is a positive disadvantage to the belt in that every hole punched for a rivet, or a stitch, is a source of weakness, and reduces the strength of the belt.

# TESTING WATERPROOFED PAPER*

## A New Method is Proposed for Testing Water Resistance

By F. T. Carson, Asst. Physicist, Bureau of Standards

"Waterproof" is defined in Definitions of Paper Terms[1] as "A term applied to any paper or board that has been heavily sized or treated to resist moisture; indicates that water or moisture, under ordinary conditions, will not penetrate within a limited time; this is a relative term." Nevertheless there is perhaps no more ambiguous term used in the designation of the properties of paper. It may be used in the sense of insolubility or non-adhesiveness as is the case in connection with coated papers. Some make no distinction between degree of waterproofing and degree of sizing, the latter being a function of the rate of absorption of water. Sometimes the effect of absorbed water on the strength of the paper is the property in question as is indicated by the use of the wet tensile test and the wet bursting test suggested by Reed[2] If the use of waterproofed paper may be considered a proper criterion, the most common interpretation of the term refers to the ability of the paper to prevent the transfer of moisture through a sheet. Whether the moisture originates as water or water vapor in contact with one side of the sheet may constitute a sufficient difference to require different test methods for the two cases, and likewise different terminology. The utility of certain paper products involves only the ability of the paper or board to hold within the package moisture which is necessary to the appearance or usefulness of the commodity thus protected. In this case a test involving the rate of transfer of moisture through the paper from an atmosphere of high relative humidity to one of lower humidity is the obvious procedure. No very simple test of this sort has been devised, although the description of a method has recently been published which applies this principle and for which satisfactory performance is claimed.[3] The protective function of most waterproofed paper, however, lies in its ability to prevent moisture from gaining access to commodities or substances which may be injured by moisture, whether the source of the moisture is water or water vapor in contact with the outside.

It appears that the distinction made between water resistance and moisture resistance does not refer to the form in which the moisture passes through the paper, whether as water or vapor, but involves only the question of the origin of the moisture—whether water or water vapor is in contact with one side of the paper. Water in contact with paper causes it to swell and alters its physical properties to a much greater extent than does water vapor alone. Water resistance involves capillary phenomena in addition to porosity while it would appear that moisture resistance is a function chiefly of porosity. It may well be that the two do not run parallel and that the distinction is a real one. On the other hand the behavior of cellulose under the influence of moisture and the probability of the condensation of water from water vapor by capillary absorption preclude any dogmatic assumption in regard to the reality of the distinction drawn above.

In any case it can be safely assumed that a paper which is relatively waterproof in the above sense is also moistureproof, and that the more severe water resistance test is the safer procedure in nearly all cases involving waterproofed paper. Adopting this terminology it may be stated that such a thing as a strictly waterproof paper probably does not exist. Many papers designated as waterproof are actually no more resistant to water than are ordinary writing papers. There are some papers, however, which are impervious to water to a degree almost unbelievable and which for all practical purposes may be considered waterproof.

### Common Methods of Testing Water Resistance

The usual methods of testing paper for water resistance are of two types. One attempts to measure the amount of moisture transuded per unit time, while the other attempts to determine the time required for the transudation of a sufficient amount of moisture to be detected in some prescribed manner. The first type makes use of some hygroscopic material in a closed vessel to absorb moisture transmitted through the paper under test, which serves as a diaphragm to separate the water in contact with one side from the hygroscopic material within the vessel. The simplest form of this type consists of a jar closed at the top by a piece of paper clamped between rubber rings and some absorbent cotton or calcium chloride inside the jar, which is then inverted and partially immersed in water. The hygroscopic material is weighed at the beginning and at the end of a definite time interval to determine the rate at which moisture is transmitted through the sheet. Rather complicated forms of this type have been employed, but even the simplest of them are too tedious to find general favor as a routine or control test.

The second type affords simplicity of apparatus and procedure and is best adapted to routine tests and mill control. The prevailing weakness in this type of test, however, is the lack of a sufficiently sensitive means of detecting the presence of the transluded moisture. Some form of the water column method is in most general use for testing water resistance. A piece of paper is secured in such manner that water may be applied to one side under a small head—usually about three inches—and the time interval required for transudation of water noted. The criterion is the appearance of water on the free surface. For any but relatively bibulous papers this test is inadequate for the reason that water is transmitted through the sheet so slowly that it evaporates without forming drops or other visible evidence of its presence. Many papers will stand indefinitely under such a water column without giving a test result. Results obtained with it are in most cases very misleading. The variation in water resistance of well waterproofed papers is not generally realized even by the manufacturers themselves. Some samples submitted as suitable for caselining purposes have been found to allow moisture to pass through the sheet within a few minutes, although the usual water column test would class them as satisfactory.

### Development of a Suitable Method Undertaken

In connection with an investigation of caselining papers made for the Bureau of Foreign and Domestic Commerce, it became necessary to develop a simple method capable of grading this class of paper. A modified form of the sizing test proposed by Stöckigt[4] was first used. Discs about two and a half inches in diameter were cut from the paper to be tested and made into shallow cups by depressing them into the neck of a bottle with a stopper. These were floated on a 2 per cent ammonium thiocyanate solution in a shallow vessel and drops of a 1 per cent solution of ferric chloride were placed at different points inside on the bottom of the cups. The vessel was then covered with a pane of glass to prevent evaporation of the drops of ferric chloride. This precaution was found to be very important in view of the length of time required for solutions to penetrate through waterproofed

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[1] Paper Trade Journal, Vol. 78, No. 10, p. 61 (March 6, 1924).

[2] Paper Trade Journal, Vol. 74, No. 3, p. 43 (Jan. 19, 1922).

[3] Arthur R. Harvey, Paper Trade Journal, Vol. 78, No. 26, p. 50, (June 26, 1924).

[4] Wochenbl. f. Papierfabr. 1920, p. 39.

wrapping paper. Comparative values were obtained by noting the time required for the two solutions to meet, as indicated by the characteristic red color. In the procedure adopted the discs were folded before forming into cups so as to form two creases crossing in the center at right angles. (The purpose of the creases was to reveal any tendency of folding to destroy water resistance). One drop of ferric chloride was placed in the center on the intersection of the creases, one on each radial crease and one between each two radial creases. The time interval taken was that required for at least five drops to show the red coloration. This method is illustrated in Fig. 1, which also shows the method employed to form the cups. This method of testing is rapid and is useful in comparing papers of the same class, but is influenced by the composition of some papers. In testing certain kinds of paper the color was very weak or failed altogether to develop, although it was certain two solutions had met. It depends wholly on capillary flow and does not account for water vapor passing between the two solutions. Objection is made also because special solutions are required, which must be freshly made each time.

### A New Method Is Proposed

A simple method was finally devised which is sensitive enough for the purpose. The new feature involved is a sensitive but simple means of detecting transuded moisture. Advantage is taken of the principle of capillary adsorption. The vapor pressure of water vapor in small capillaries is less than outside, so that these small capillaries have the ability to condense water from water vapor under suitable conditions. The myriad small cracks and fissures of a ground glass surface are ideal for the purpose. A piece of paper with water in contact with one side and a ground glass surface against the other traps a thin air film between the paper and the ground glass. As soon as moisture is transmitted through the sheet this air film quickly becomes charged with water vapor which is condensed in the small fissures of the ground glass surface. The amount of this water although small is sufficient to

FIG. 1.

Photograph Illustrating the Modified Stöckigt Method as Applied to Testing Water Resistance

alter the index of refraction of the surface and hence the transparency of the glass. If the glass rests on a dark surface the film of moisture will appear dark on lifting the paper as a result of the absorption by the black background of light transmitted through the glass in the region covered by the moisture film. The application of this principle in testing the water resistance of paper is illustrated by the photograph shown in Fig. 2, while in Table I are given some typical results obtained by this method together with results obtained by the modified Stöckigt test and the common water column test.

Specimens are cut about six inches square and folded so as to form boxes two inches square and two inches high, open at the top, the tabs formed by folding being held by convenient fasteners such as paper clips. If desired the test specimens may first be

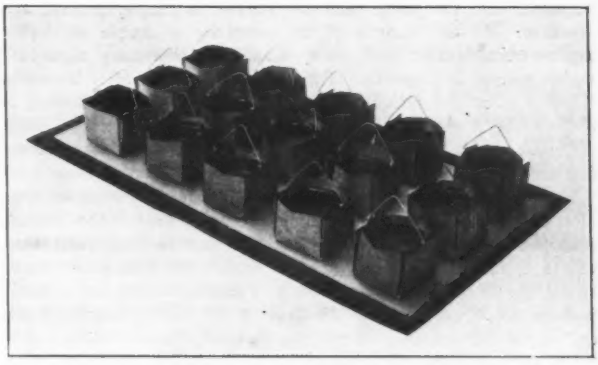


FIG. 2.

Photograph Illustrating the Modified Stöckigt Method as Applied to Testing Water Resistance

creased with two creases through the center at right angles as in the method above in order to reveal any tendency to brittleness and destruction of water resistance by folding. A clean[5] piece of ground glass is placed on a dark surface, such as black paper, with the ground side uppermost. The test boxes are then placed on the ground glass surface and filled to within half an inch of

TABLE I.

| No. | Description | Weight, 25x40—500 | 3 in. water column | Modified Stöckigt | New Method |
|---|---|---|---|---|---|
| 1 | White writing | 78 lbs. | Moist over night.. | 1.5 min. | 2 min. |
| 2 | White ledger | 109 lbs. | Moist over night.. | 3 " | 3 " |
| 3 | White ledger | 165 lbs. | Moist over night.. | 6 " | 5 " |
| 4 | Kraft wrapping | 68 lbs. | Uncertain | 2 " | 4 " |
| 5 | Rope manila | 93 lbs. | Moist over night.. | 2 " | 4 " |
| 6 | Cement bag | 190 lbs. | Indefinite period.. | 20 " | 15 " |
| 7 | Cloth back asphalt | 66 lbs. | Two weeks | 15 " | 15 " |
| 8 | Cloth back asphalt | 125 lbs. | Indefinite period.. | 30 " | 120 " |
| 9 | Cloth back asphalt | 169 lbs. | Indefinite period.. | 75 " | 195 " |
| 10 | Duplex asphalt, creped.. | 145 lbs. | Indefinite period.. | 60 " | 330 " |
| 11 | Duplex asphalt | 112 lbs. | Indefinite period.. | 12 hours | 22 hours |
| 12 | Duplex asphalt | 108 lbs. | Indefinite period.. | 10 " | 34 " |
| 13 | Duplex asphalt | 186 lbs. | Indefinite period.. | 6 " | 36 " |
| 14 | Duplex asphalt | 262 lbs. | Indefinite period.. | 19 " | 72 " |
| 15 | Duplex asphalt | 118 lbs. | Indefinite period.. | 67 " | 72 " |

Note: Samples 7—15 are waterproofed wrappings used for caselining and similar purposes.

the top with water. As moisture penetrates through the bottom of the test boxes it condenses as a thin film in the manner described above. The moisture film thus formed disappears rapidly by evaporation when the test box is lifted. (A short piece of wire may be bent and hooked into the paper clips to serve as a bail.) That this moisture film cannot be due to condensation from any outside source is shown by the fact that water of room temperature was used; that many of the boxes which were creased on the bottom produced a moisture film conforming to the shape of the less resistant creases; and that some samples remained for an indefinitely long period on the ground glass without forming a moisture film.

By lifting the boxes after the proper predetermined time interval, a series of papers may be classified as satisfactory or unsatisfactory for the particular use in question. If desired the boxes may be lifted at intervals and the time interval noted when each shows the moisture film underneath. Successive intervals between the lifting of the same box must not be too short since some time is required for the moisture film to form. As is to be

[5] The ground glass should be washed occasionally with soap and water and kept perfectly free of grease or other discoloration.

expected in this class of paper the variation in water resistance in any one sample is very great. It is recommended that at least ten tests on each sample be made. The chief objection to this method is the fact that the ground glass surface is not continuously visible and the lifting of the test specimen at intervals is required. On the other hand the method is simple, positive and sensitive. As an example of its sensitivity a sample of duplex asphalt-treated kraft was placed under the customary three-inch water column and appeared dry on the under side after a month. Another piece was folded box-shape, filled with water and hung in the air for a month with the same result. Occasionally during this time the latter sample was placed on a ground glass surface and each time a film of moisture formed in less than an hour.

In order to apply this method to the testing of boards or samples of paper too small to be made into boxes in the manner described above, the following procedure may be employed. Provide a cylinder about two inches in diameter, having walls about an eighth of an inch in thickness. A section of pipe or a round 8-ounce bottle cut off near the bottom and the edge ground flat will serve the purpose. From the board or paper to be tested cut a disc somewhat larger than the cross section of the cylinder. Dip the smoothed end of the bottle or cylinder into melted paraffin and let it remain for a short time. Remove it quickly, place it on the disc and allow it to stand until the paraffin has hardened. Set the specimen on a ground glass surface and pour in about two inches of water. If care has been taken to bring the end of the cylinder in contact with the disc of paper or board while the paraffin is hot and fluid a good joint will result, capable of supporting a considerable column of water, and permitting the specimen to be lifted or slid to one side for observation just as in the case of the folded boxes.

It is quite probable that this method can be applied to materials other than paper.

### Summary

Following a discussion of definitions, terminology and testing requirements, two of the most common types of water resistance tests are described briefly. The first depends on the absorption of moisture by a hygroscopic substance and the second on visible evidence of the penetration of water through paper under a water column. It is pointed out that the commonly used water column method is inadequate owing to neglect of evaporation from the free surface. A modified form of the Stöckigt test, which depends on the color reaction of two solutions applied to opposite sides of the sheet, is described. A new method is proposed which employs a ground glass surface to hold the transuded moisture in a film which is plainly visible since it renders the glass more transparent at that point.

## New Roller Hanger Bearing

The Dodge Manufacturing Corporation, Mishawaka, Ind., has placed on the market a new lineshaft bearing embodying the Timken Tapered Roller Bearing, as well as several new features of construction. The introduction of this product is the result of many years' development and investigation.

The special requirements that must be met by any appliance used in power transmitting service, such as ruggedness, simplicity, interchangeability and trouble-free lubrication, have been given the most careful consideration in the design and manufacture of this new Dodge product.

The Dodge-Timken Roller Hanger Bearing is a simple bearing. There are only five parts to the complete assembly. It consists of two Timken tapered roller bearings mounted on a ground and slotted steel tube and fitted to an accurately machined housing. The ends of the steel tube ore threaded to receive clamping collars designed to secure accurate adjustment of the bearings on the tube. This adjustment is made at the factory and need not be altered by the user.

TECHNICAL SECTION, PAGE 95

The mounting of the tapered roller bearings, as described, insures full utilization of the bearings for both radial and thrust loads. It also adds to the ruggedness of the assembly and is of particular value in resisting the side weave of heavy driving belts.

The method of fastening the steel tube or sleeve to the shaft permits its use on any commercial shafting.

The dust proof feature of this bearing is also of great importance. The sleeve on which the bearings are mounted extends from end to end of the housing. Liberal grease compartments are provided inside of the housing and outside of the tube. The outer ends of the bearings are protected against dust by special metallic grease seals which eliminate friction at this point and positively prevent dust working in or the lubricant from working out. These grease seals take the place of felt washers or packing.

The Timken tapered roller bearing is constructed on the cone principle which insures a true rolling action. The bearing itself comprises four parts, a cone or inner race with outside taper, the tapered rollers, a cage or roll retainer and a cup or outer race with inside taper.

The cone, rollers and cups are made of electric steel following a special formula and produced in the Timken rolling mills. The rollers and races are heat treated and each roller is precisely checked for size and accuracy by magnetically operated automatic machines. The taper of the roller, which is responsible for the end thrust carrying capacity and adjustability, is constantly checked during production by extremely accurate gauges.

The erection of this new lineshaft bearing is very simple. It is only necessary to slip the bearing over the shaft and set up the clamping screw in each of the split clamping collars. To remove it is necessary to loosen the screws in the collars and slip the bearing off the shaft.

## C. A. Bradford to Make Coated Papers

KALAMAZOO, Mich., September 1, 1924.—To head his own organization and engage in the manufacture of coated paper, Clarence A. Bradford has tendered his resignation as vice-president and assistant general manager of the Rex Paper Company. His resignation becomes effective October 1, at which time Mr. Bradford will devote himself to the incorporation of a new company and the erection of a suitable plant.

Mr. Bradford made known his decision to resign on Monday. It was accepted at a meeting of the Rex Paper Company directorate. He has had sixteen years' experience in the paper industry, being for seven years with the King Paper Company, and at one time general sales manager of that concern. He was also two years with the boxboard plant at White Pigeon and for the past seven years has been with the Rex Paper Company as vice-president, assistant general manager and general sales manager.

"Desire to head my own organization prompted my resignation," said Mr. Bradford. "I will engage in the manufacture of coated paper in Kalamazoo and intend to organize a company for that purpose. There are three or four desirable sites available, one of which will be selected in due time and a modern mill erected."

Merrill B. King, president of the Rex Paper Company, in commenting on the resignation of Mr. Bradford remarked: "Perfect understanding exists between Mr. Bradford and myself and he retires from the Rex organization with our best wishes. He has given us ample time to name his successor."

## Canadian Saltcake Use Expanding

Canadian saltcake will be used exclusively in the Dominion in a very short time, according to a prediction by E. N. Todd, freight traffic manager of the Canadian Pacific R. R. The sulphate mills in Ontario and Quebec are at present using 45,000 tons yearly. Customs reports show that imports of this material during the last fiscal year totaled 68,009,505 pounds, valued at $686,149. Canadian deposits are in Saskatchewan and Alberta.

# CURRENT PAPER TRADE LITERATURE

## Abstracts of Articles and Notes of Papermaking Inventions Compiled by the Committee on Abstracts of Literature of the Technical Association of the Pulp and Paper Industry

CLARENCE J. WEST, Chairman

### Beating

**Beater.** L. E. Randecker. U. S. pat. 1,431,422, Oct. 10, 1922. The stock is fed by gravity into a chamber containing a vertical conical beater roll acting in conjunction with stationary bars placed around the whole circumference of the chamber. The centrifugal force developed by the rotation of the roll, together with gravity, forces the pulp downwards into an impeller chamber below the roll, where it is taken by impellers and forced through a large pipe back into the vat which is above the roll. It is claimed that beating time is greatly reduced by the increase in active beating surface, and power consumption is reduced, as very little power is absorbed by circulation of the stock.—A. P.-C.

**Hydraulic Control Attachment for Beating, Bleaching and Washing Engines.** E. A. Peterson and W. J. McGinnis. U. S. pat. 1,416,056, May 16, 1922. The bearings of the beater roll are supported at the center of lever arms. One end of each lever is pivoted in a suitable standard, while the other end is in another standard where it is connected, by means of a connecting rod, to a piston in the lower part of the standard which is operated by hydraulic pressure. Increase in the pressure raises the roll and decrease in the pressure lowers it, and means are provided for limiting the displacement to prevent injury through excessive raising or lowering. When starting up the roll is raised as high as possible, and a spring actuated relief is provided whereby the roll is gradually and automatically lowered as the beating progresses, the lowering being controlled by the degree of beating itself. The adjustment of the height of the washing drum is controlled in a somewhat similar manner; but owing to its lighter weight one piston situated midway between the bearings is sufficient to control it, and the adjustment is operated by hand. Means are also provided for limiting the displacement in both directions.—A. P.-C.

**Beater Attachment.** P. D. Forshey and W. J. Fish. U. S. pat. 1,434,536, Nov. 7, 1922. In order to facilitate and improve circulation and mixing of the pulp, an (preferably metal) attachment is placed back of the backfall, consisting of an upper angular spout or channel and a lower diagonal channel, so that the pulp which was outside the trough is directed against the midfeather, and vice versa.—A. P.-C.

**Beating Engine.** J. A. DeCew. U. S. pat. 1,444,957, Feb. 13, 1923. Circulation, instead of being in a horizontal plane, is in a vertical plane, the midfeather being placed almost horizontal with a slight and adjustable inclination downwards from the roll to the opposite end of the beater. As the midfeather is at practically the same level as the top of the roll, the latter is used to elevate the stock on to the midfeather and change the direction of flow. Circulation is much easier, as it takes place by gravity and the friction caused by the sudden change in direction at each end of the midfeather in ordinary beaters is eliminated. Power consumption and floor area required for a given capacity are considerably reduced.—A. P.-C.

**Continuous Beater.** R. S. Clarke assignor to Bird Machine Co. U. S. pat. 1,446,154, Feb. 20, 1923. In a continuous beater in which the stock which has been beaten to the proper degree is removed a suitable rotating screen, the latter is mounted on lever arms which are fulcrumed at one end while the other is connected to an eccentric which gives it a vertical vibrating motion. Rubber blocks are provided to prevent excessive jars when the screen reaches the bottom of its oscillation. This motion of the screen causes a surging and suction action of the stock into and out of the screen which accelerates the passage of the properly beaten stock into the screen, and also removes any of the coarser material which tends to stick to the screen.—A. P.-C.

**Beater Roll Indicator.** K. Stuart. U. S. pat. 1,446,357, Feb. 20, 1923. The lighter bar is connected to a piston working in a cylinder, and the end of the cylinder opposite the lighter bar connection is filled with air (or other fluid) under pressure. The cylinder is connected to the indicator and recorder through a reducing valve and a second cylinder with a diaphragm perforated with small holes. Change in the position of the roll, obtained by raising or lowering the lighter bars, changes the pressure of the fluid in the cylinder, thereby operating the indicator and recording pen; but any sudden changes, such as jumps of the roll, due to foreign material or lumps or frozen pulp, are absorbed by the reducing valve and diaphragm of the second piston, so that the recorder is not injured and does not indicate such accidental momentary changes in the position of the roll. If there is not enough room for the cylinder beneath the lighter bar, or if its motion is so small that it can not be easily recorded, connection is made through a lever which can multiply the displacement to any required scale.—A. P.-C.

**Measure of Slowness.** Arthur B. Green. *Paper Trade J.* 78, No. 11, 51-52 (March 13, 1924). An explanation of the principle of the Schopper-Riegler freeness tester with a description of the form put out by the Star Brass Manufacturing Co., Boston, Mass.—A. P.-C.

**Beater.** K. A. Thorsen. U. S. pat. 1,457,865, May 29, 1923. Same as Can. pat. 222,980, Aug. 22, 1922. See *Pulp & Paper* 20, 1053, Nov. 30, 1922; *Paper Trade J.* 75, No. 18, 55, Nov. 2, 1922.—A. P.-C.

**The Kollergang.** Anon. *Wochbl. Papierfabr.* 55, 217-28 (Feb. 2, 1924). A brief article on kollergang operation.—J. L. P.

### Bleaching

**Determination of Available Chlorine in Bleaching Power by Means of Nitrite Solutions.** Zoltan Kretesz. *Z. Angew. Chem.* 36, 595-596 (Dec. 10, 1923); *Papierfabr.* 22, Tech.-Wiss. Teil 29-30 (Jan. 27, 1924). About one-half the article is devoted to notes on the alkaline arsenite method of determining available chlorine in bleaching powder. The presence of ammonia or arsenic trisulphide in the chemicals used in preparing the standard arsenite solution affect the titration to a considerable extent. Many of these errors may be avoided, and also the use of expensive iodine compounds and poisonous arsenic acid, by using an alkaline solution of potassium or sodium nitrite. Such a solution is very stable and therefore can be prepared in large quantities. The 0.1-normal nitrite solution should be made alkaline with sodium bicarbonate, free as possible from ammonia as this interferes with the sensitivity of the endpoint. The solution is standardized against 0.1 normal permanganate. The presence of ferric compounds or chlorates has no effect on the reaction, which is also unaffected by the usual impurities of commercial sodium or potassium nitrite. The endpoint is sharply indicated by the blue color of iodide-starch or drops of zinc iodide-starch solution. In the presence of ammonia no end-point is obtained with these indicators. On this fact is based a very delicate test for ammonia, of which 1 part in 1 to 2 million can be detected. If the solution to be titrated contains a large amount of calcium hydroxide and a relatively small quantity of free chlorine, the former should first be precipitated as carbonate before titrating with the alkaline nitrite solution. —J. L. P.

**Methylene Blue Number as an Indicator of Over-Bleaching.** E. Ristenpart. *Cellulose-Chemie* 4, 8 (Jan. 27, 1924). The over-bleaching of fibers may be determined by measuring the decrease in tensile strength, or by ascertaining the content in oxycellulose. By means of the Ostwald scheme of color measurement, and colorimetric comparison, the author determines the methylene blue number (absorption of methylene blue by the fibers), which is a measure of the oxycellulose in the bleached product. Data are given showing that permanganate bleach attacks the fibers to a greater extent than chlorine bleach.—J. L. P.

**Bleaching Pulp.** J. C. Baker. U. S. pat. 1,468,693, Sept. 25, 1923. The pulp is subjected to the action of a chlorine-containing bleaching agent such as calcium hypochlorite, until bleaching is nearly completed, and the excess of chlorine is then neutralized or destroyed and the pulp is acidified; e. g., with sulphur dioxide, which performs both of these functions.—A. P.-C.

**Apparatus for Bleaching Pulp at High Density.** R. B. Wolf. U. S. pat. 1,433,865, Oct. 31, 1922. Pulp is bleached at a density of from 10 to 25% in an apparatus in which the mass is moved bodily forward, with energetic stirring at regular intervals. This is obtained by means of a tank divided into two or more compartments by a midfeather with openings at each end. The mass of pulp and bleach liquor travels bodily forward by means of a pair of worm propellers of opposite hand, and when it reaches the end of the compartment it is taken by a short transverse screw propeller operating at a relatively high speed which transfers the pulp through the opening in the midfeather to the other compartment, thereby thoroughly mixing the pulp and liquor. Owing to the high consistency there is a tendency to formation of small lumps of fiber, which are eliminated by dilution and riffling of the pulp. Owing to the high consistency used, a stronger bleach liquor can be used (20 to 30 grams of available chlorine per liter), bleaching can be carried out at a lower temperature (75 to 80° F.), the bleaching is more efficient resulting in whiter pulp, and the loss on bleaching is reduced. Also, the amount of fuel required to heat the pulp is reduced to a small fraction of what it is by the usual bleaching process.—A. P.-C.

**Tank for Bleaching Paper Pulp.** P. K. Fletcher. U. S. pat. 1,466,499, Aug. 28, 1923. Material at the bottom of the tank is fed continuously to the bottom of a central vertical cylinder within the tank, elevated through the cylinder by means of a screw, and discharged into the upper part of the bleaching tank into contact with the solution material and within the annular space around the cylinder.—A. P.-C.

**Bleaching Pulp.** L. Bradley and E. P. McKeefe. Can. pat. 234,710, Oct. 9, 1923. The pulp is showered or sprayed in finely divided state into an atmosphere of chlorine gas and any excess of chlorine is removed from the pulp by means of a vacuum.—A. P.-C.

**Bleaching Cellulosic Material.** E. Ebie and G. A. Richter. Can. pat. 235,428, Nov. 6, 1923. The material is bleached with an alkaline hypochlorite washed and treated with an aqueous chlorine solution, with the chlorine in the proportion of 0.2 to 0.5% by weight of the original air dry cellulosic material.—A. P.-C.

### Sizing

**Rubber Latex in Paper Making.** *Indus. Della Carta,* Oct., 1922, and Jan. 31, 1924. So far the conclusions reached at the Italian Agricultural Experiment Station are that rubber latex, when added to the pulp according to the patent of F. Kaye, produces certain changes in the quality of the paper. These changes have not been studied on a great industrial scale, though the experiments of M. B. Shaw and G. W. Bicking (*Paper Trade J.*, Dec. 28, 1922) may be regarded as a semi-industrial measure of the value of the process. It is concluded that the use of rubber latex imparts a slight increase of strength to paper; for example, bursting and tearing strengths.—P. B.

**Sizing Paper Stock.** Josef Pelzer. Ger. pat. 371,380. *Papierfabr. 22,* Tech.-Wiss. Teil 43 (Feb. 3, 1924). The process of sizing paper stock consists in diluting rosin size milk and adding an acid, as oxalic, until the dissolved rosin possesses the composition represented by the formula $C_{20}H_{30}O_2$ Na. $3C_{20}H_{30}O_2$.—J. L. P.

**Manufacture of Cleanable Writing Paper.** Hardy Lichtner. Ger. pat. 388,100. *Papierfabr.* 22, No. 35 (Jan. 27, 1924). Ordinary writing paper is first coated with varnish and then with transparent copal varnish. It is subsequently rubbed smooth with powdered magnesia.—J. L. P.

**Special Wrapping Papers.** Anon. *Papierfabr.* 22, No. 30-32 (Jan. 27, 1924). The economic situation in Germany has made necessary the use of coco fibers, and fibrous refuse in general, for the manufacture of specially colored wrapping papers. The treatment of such fibers is briefly described.—J. L. P.

**Colored or Carbon Paper.** Heinrich Daniels. Ger. pat. 378,851. *Wochbl. Papierfabr.* 55, 220 (Feb. 2, 1924). Carbon paper for typewriters is made from a thin, transparent, silk paper, which is soaked in a dyestuff and protected on one side by a sheet of ordinary paper.—J. L. P.

**Printed Wall Paper.** P. Breuer assignor to A. A. Jenss. U. S. pat. 1,427,437, Aug. 29, 1922. The printed paper is carried almost completely around a large perforated roll which is slowly rotated. Hot air blasts are supplied all around the roll, and suction inside the roll.—A. P.-C.

**Process for Making Copying Paper.** Arthur Heinrich. Ger. pat. 388,103. *Papierfabr.* 22, No. 35-36 (Jan. 27, 1924). Paper is coated with, or soaked in, neutral or very weak alkaline or acidic reacting soaps, alcohols, aldehydes, ketones, high molecular fatty acids or their salts, in the preparation of copying paper. Such a coating absorbs the dyes in the ink.—J. L. P.

**Machine for Cutting Creped Paper for Making Into Bags.** H. G. Widmer assignor to Arkell Safety Bag Co. U. S. pat. 1,459,041, June 19, 1923. The paper is passed between two rolls, one of which is smooth and the other provided with teeth to feed the paper without undue tension which would spoil the creping. One or more saw-toothed cutting edges are provided in recesses in each roll, and when the knifes on the two rolls come in alignment they are moved outwards by cams to cut the paper.—A. P.-C.

**Reinforced Blank Material for Manufacturing Paper Boxes and Containers.** G. W. Swift, Jr., U. S. pat. 1,425,914, Aug. 15, 1922. The narrow reinforcing strips of paper are applied during the process of manufacture and placed between paper layers so as to be entirely concealed in the finshed product. They should be placed in the zones of the prospective creases or folds in the formation of the boxes.—A. P.-C.

**Laminated Vulcanized Fiber Product.** J. M. Taylor assignor to Diamond State Fibre Co. U. S. pat. 1,418,891, June 6, 1923. A sheet of ordinary parchmentized or vulcanized fiber is placed between two sheets of parchmentized or unparchmentized paper which have been impregnated with a solution of bakelite (or similar product), and the sheet thus formed is subjected to a pressure of 1,000 lb. per square inch at a temperature corresponding to steam at 125 lb. for a sufficient time to cause the bakelite to be converted into its insoluble and infusible form. When immersed in water it will absorb less than 1%, whereas ordinary vulcanized fiber absorbs up to 30%. —A. P.-C.

**Process of Making Colored Synthetic Leather.** H. W. Morgan. U. S. pat. 1,436,107, Nov. 21, 1922. This is the same as U. S. pat. 1,436,106 (preceding abstract) except that a colored pigment is incorporated at the same time as the plastic mass is worked up with a gum solution. Mottled effects can be obtained by incorporating different pigments separately in different masses, throwing together, letting stand for some time, and finally passing between warm rolls.—A. P.-C.

Section of the

# COST ASSOCIATION OF THE PAPER INDUSTRY

*Affiliated with*

THE AMERICAN PAPER AND PULP ASSOCIATION

Conducted by THOS. J. BURKE, C.A., Sec-Treas

## SOME THINGS WE DO NOT KNOW ABOUT CONSUMING CAPACITY

A careful review of the principal figures in the latest Census of Manufacturers shows the great present need of a more complete and accurate accumulation and arrangement of facts on which to base production and selling policies of manufacturers.

The last census is for the year 1921, and was published several weeks ago by the Department of Commerce. It is to be hoped that it will be supplemented by a merchandise census as an outgrowth of the investigation conducted about three years ago by the Joint Congressional Commission of Agricultural Inquiry. At the time of the investigation, a complete census of merchandising was strongly advocated by Irving S. Paull, who served the commission as executive secretary and directed its work. In fact, at the completion of the investigation, Mr. Paull pointed out that the full benefit of the results of that activity could be acquired only when relative information bearing on manufacturing, wholesale distribution and retailing was made accessible.

The Census of Manufactures has been developed and improved as a first step in this direction. And while the figures for 1921, an abnormal year, are not of particular value to the average individual advertiser, Mr. Paull recently explained that they would become invaluable as a basis of comparison as soon as the census work was further extended, and later figures compiled. Certain very significant conclusions may be drawn from them now, which should have the attention of every business man in the country. Mr. Paull said that he thought these conclusions alone would be worth much more than the cost of compiling the census if their importance is fully recognized by both our manufacturers and Government officials.

"The first astonishing information revealed by the figures," he continued, "is that 21 per cent of the manufacturers in the country were doing 90 per cent of the business. This fact at once indicates that there is considerable loss in the duplication of effort on the part of 79 per cent of our manufacturers in their scramble to share only 10 per cent of the total volume of business.

"Although the census has nothing to say on the subject, I think it is safe to state that the majority of the 21 per cent are national advertisers. During the last twenty years many manufacturers have climbed into the 21 per cent class mainly with the aid of advertising.

### An Economic Factor

"The condition plainly shows that there is both a neglected opportunity for the service of the advertising agency and a great need for better economic methods. But in assisting to solve the problem of the 79 per cent, advertising must be considered as much more than a selling force; it must be applied as an economic factor, and its place must be accurately determined in an adequate economic scheme.

"What is an adequate economic scheme for our manufactures? Frankly, nobody knows, as yet. And it will be impossible to adjust production so as to prevent waste and over-production, with their inevitable reactions of depression, until we have the figures with which to measure the capacities of all our principal markets. The figures plainly show that we have a capacity to produce a volume far beyond that which we consume, and there is great danger in this condition because we have no system of measuring our current consumption and demand.

"When an increasing capacity to consume is indicated, it encourages over-production by creating the appearance of increasing prosperity. A larger demand is anticipated until industry wakes up to find surplus stocks accumulated in warehouses, and on the shelves of distributors and retailers. Then this surplus serves as a dam to choke the channels of distribution, and as a blotter to absorb available capital and credit.

"Idle, surplus stocks are the curse of industry. They cause a continuously accumulating cost burden of rent, insurance, taxes, depreciation, obsolescence and various other overhead expenses. And it is obvious that the only way they can be prevented is first to determine the capacity of our markets to absorb our national volume, and then to gauge the volume accordingly.

"In this accomplishment, advertising will be called upon to carry a much heavier burden than it has ever known. It must not only create demand and sell goods, but it will have to adjust distribution and assume the responsibility in gaining the necessary co-operation and understanding of the public. There is obviously no other way to assure a continuation of prosperity and prevent the peaks and valleys."

Referring again to the census figures, Mr. Paull called attention to the fact that 53,999 manufacturers, producing less than $5,000 each per year, sold only three-tenths of 1 per cent of the total volume, while this group represented 21.6 per cent of the total number of manufacturers. Another group of 71,075 manufacturers, representing 28.4 per cent of the total number, produced only 1.8 per cent of the total volume. Both of these groups represent 50 per cent of all the manufacturers in the country, and they do only 2.1 per cent of the total volume.

In contrast with the first two groups just mentioned, 7,333 con-

cerns, representing 2.9 per cent of the total number of manufacturers, do 59 per cent of the country's manufacturing business.

"Now," Mr. Paull continued, "consider for a moment another fact revealed by the census. During the two-year interval between 1919 and 1921, the number of manufacturers in business decreased to the extent of 39,839. This means that nearly 40,000 concerns failed, sold out, combined with others and liquidated their business. It also means that millions of dollars' worth of manufactured goods were thrown on the markets at slaughtered prices and with demoralizing effect.

"The old belief that the failure of manufacturers and ignorant, reckless competition result in general benefits to the public is a fallacy. There is no doubt that the 79 per cent of all the manufacturers who sell only 10 per cent of the country's volume exert a strong influence on the prices of the 21 per cent who sell the enormous balance. The conditions requires every two in the latter class far to outsell eight in the former class. And here, with a great duplication of selling effort combined with guesswork pricing, you have one reason for our increasing selling and distribution costs.

### Who Pays for Price Cutting?

"Many successful manufacturers frequently find local territories demoralized by small, incompetent competitors. In meeting the competition of ignorant business practices, they find it necessary to reduce prices, in many instances, below cost, in order to hold their trade until the condition improves. This invariably brings about a tendency to increase prices in more favorable territories, and we then find the people of certain communities paying for the apparent benefit to the people in others that accrues from cut-throat competition. There is nothing that increases the hazards of an industry like incompetence, ignorance and guesswork; and insurance against hazards must be paid for, first by the intelligent manufacturer, and then by the public higher prices.

"The development of our export business is necessary; but exporting cannot be made to relieve an over-stocked condition. When our surplus stocks accumulate to the danger point because of our ignorance of the capacity to consume, we cannot successfully use foreign markets as a dumping ground. If our export business is to be of value in preventing depressions, it must be cultivated even more carefully than our domestic business.

"The truth is that if we knew what we should know about the consuming capacity of our own and other nations, the 79 per cent class of manufacturers would be greatly reduced. As it is, this class is sufficiently large to cover the entire field of our domestic markets and to establish erroneous ideas of values for practically all of our industries. But if all of the essential and vital facts of our industry and markets were known, they would soon lead to the elimination of many of the unqualified manufacturers, with as little loss as possible; and by eliminating hazards, reducing selling costs, adjusting production to market capacity and preventing losses, they will result in more stable markets, a more continuous employment of labor, and many other public benefits.

"The Census of Manufactures is one of the most valuable activities in this direction. Compiled every two years as promptly as possible, with further statistical information on wholesale distributing and retailing, and a frequently published gauge of the nation's pay roll, together with the industrial statistical information now compiled, we shall have a basis on which to estimate the capacities of our markets to consume all of our major commodities. And I believe that every successful manufacturer will agree with me that this accumulation of facts is essential to our industrial prosperity.

"It is particularly important to the advertising industry, not only because a knowledge and application of the facts disclosed will greatly increase the volume of productive advertising, but also because the dissemination and various applications of the information will require imagination and creative thinking. The co-operative influence of the advertising industry is also needed to assure a sympathetic understanding on the part of all Government departments and agencies, since only the Government is equipped to collect and classify the essential information.

"Because a few individual manufacturers and trade associations have used statistical information illegally to maintain prices is certainly not a logical reason for prohibiting the collecting and circulation of such information. The trade association is the most potent economic agency in our commercial life. Under the widest possible circulation of the facts I've mentioned, our industries would be relieved of many costly and disconcerning burdens which now prevent them from offering their best service to the public, and the main cause and excuse for illegal price eliminated. And manufacturers will meet competition in the future by eliminating waste in the processes of distribution.

"The figures of the census are two years old, and we know that many changes have taken place since 1921; but the changes have not been so various and great as to prevent the figures from illustrating a condition that, judging from the evidence of results, has been fairly relative for a number of years. While innumerable are the facts presented by the census, such as the statistics on hours of labor, labor conditions, wages, equipment and the like, and may be considered somewhat obsolete until later facts make them valuable for comparative analysis, there can be no doubt that the facts I have mentioned absolutely prove that business depressions can be avoided only when our business is conducted intelligently. And that can be brought about only by first collecting the essential facts, and then giving them the widest possible circulation."

## Cohoes Envelope Co. Has Rapid Expansion

[FROM OUR REGULAR CORRESPONDENT]

COHOES, N. Y., August 25, 1924.—The statement of the officials of the Cohoes Envelope Company that the output of its plant now averaged 1,000,000 paper envelopes each day draws attention to the rapid growth of this company which was organized in the fall of 1917 with authorized capital of $450,000. At that time the company purchased the eight-story mill building formerly owned by the Victor Knitting Mills, and a portion of one floor only was used for manufacturing. Today the concern occupies the entire eight floors and has shown an increase in business each year of from 40 to 60 per cent. The firm draws paper from 25 American mills and annually imports more than 1,000 tons of paper of a quality not obtainable in the United States. The paper used each day in the manufacture of "a million a day," if placed in a roll and unwound would reach across the continent. The output includes a number of different styles of envelopes. The officers of the company are Robert M. Lackey, president; C. P. Kleebauer, vice-president, in charge of production; William Tierney, secretary; Matthew H. Davidson, treasurer. These officers with William D. Boswell, comprise the board of directors. A. A. Palmateer is manager in charge of sales, and Edward R. White, New York manager, with offices in the Canadian Pacific building.

## Middle West Supply Co. Gets Envelope Award

[FROM OUR REGULAR CORRESPONDENT.]

WASHINGTON, D. C., September 3, 1924.—The contract for furnishing the Post Office Department with approximately 12,000,000-000 stamped envelopes and newspaper wrappers for the four-year period beginning January 1 next has been awarded by Postmaster General New to the Middle West Supply Company, of Dayton, Ohio, the present contractor for such supplies. The company agrees to furnish the Department these supplies for approximately $5,000,-000 a year, and the contract stipulates that it must be prepared to turn over to the Government in the neighborhood of 10,000,000 envelopes and wrappers each day from the beginning of the new contract.

# IS CREDIT DEPARTMENT AN ASSET OR A LIABILITY?*

By J. W. Hallman, Credit Manager, Sun Oil Company.

A credit department is an asset to any concern extending credit, if its acceptance of good business approaches the maximum amount of bona fide orders which it is possible for salesmen to secure, with only a small loss in bad debts, a minimum loss of customers in handling the accounts, and at an operating cost low compared to the extent of the business.

A credit department is a liability, if it fails to accept the proper amount of business safely possible to accept; or has an excessive bad debt loss; or causes the loss of customers through improper methods; or operates at too great a cost to the business.

### Factors in Credit Department Effectiveness

Briefly stated, these are the factors determining whether a credit department is an asset or a liability to any business. But naturally some interesting questions are raised.

1—What constitutes the maximum amount of business that shall be accepted?

2—What is the minimum, or proper, bad debt loss?

3—What is minimum loss of customers by the credit department?

4—What should it cost to operate a credit department?

These questions will be taken up in order.

In any line of endeavor there is a potential field or market, developed or capable of being developed, for that particular commodity or service. The field or market constitutes a potential unit of 100. If there are 10 competitors doing business in that field or market, all being on an equal basis as to facilities, service, qualities, prices, etc., theoretically there would be a unit of 10 as each competitor's share. But there are set to work on that potential unit of 100, 10 competitive sales organizations, each being keyed to the highest pitch of enthusiasm and inspiration often with bonuses and commissions as an incentive, to secure the greatest possible amount of this 100 unit.

In this 100 unit, there are all kinds and grades of credit risks, some of whom will actually fail, (the distribution of failure being: from incompetence, 33.7 per cent; lack of capital, 34.2 per cent; fraud, 4.2 per cent; and other causes 27.09 per cent—Bradstreet, 1923), some will require litigation to collect, some will be extremely slow pay and therefore unprofitable, some will be fair to good risks in the making, some will be fair pay, some good pay, some discounters.

It naturally follows, then, that as prices, quality, service, salesmanship, or other purchase inducements to the customer, fail to measure up to the standard of competitors' inducements, the lower will become the grade of credit risk of the customers sold, in order for that house to secure its share of the 100 unit. When purchase inducements to the customer are on a par with, or superior to, those of a competitor's inducements, it is easiest to sell to high-grade credit risks with correspondingly lowered credit department expenses. When purchase inducements to the customer do not compare favorably with those of competitors, usually only the poorer grade credit can be sold, and that immediately throws a greater burden and responsibility upon the credit department.

As a general proposition it is usually estimated that at least 90 per cent of the business submitted for credit approval is of good or fair grade risks and that not over 10 per cent of it should be of a class that requires out-of-routine treatment by a well-organized, properly-functioning credit department. In this 10 per cent will usually be found, in varied ratios with different houses, about all of the off-grades above mentioned. As purchase inducements to customers compare less favorably with competitors' inducements, they will usually tend to disarrange this 9/10 ratio, and lower it sometimes until a 50/50 ratio is reached. When this latter ratio is reached, or anything approaching it, it is safe to say that a pretty efficient credit department is required to handle it successfully and keep the business out of bankruptcy.

Therefore, a credit department that accepts risks submitted on a grade ratio of 90/10 or downward, as above described, rejecting, or selling for cash only, the worst grades, may be said to be accepting the maximum amount of business for its house.

### The Question of Bad Debt Loss

What is a minimum, or proper, bad debt loss, is a much mooted question. Credit men are as a rule very vague and evasive when this question is discussed. The fact remains, however, that in 1923 there were 19,159 failures with liabilities aggregating $631,324,794 (Bradstreet), not to mention of the many thousands of bad accounts, at least indirectly responsible for many of these failures, that were never collected. Then, when we add to that sum the "bad accounts" that were charged off in 1923 by approximately 2,055,458 business houses that did *not* fail, we have a bad debt bill, to be ultimately paid by the consumers in this country, that almost staggers the imagination. If it were possible to obtain these figures and ascertain the average per cent loss to sales, taking into consideration that eighty-nine hundredths per cent of the total houses in business failed in 1923, we could arrive at a standard to measure this phase of credit work.

Perhaps the nearest approach to a correct per cent loss in any case is to take what is found to be the average loss by a number of houses in the same line over a period of 3 to 5 years. This should be accepted as a correct experience and should be used as a basis for consideration of bad debts in price computation. If this average were, let us say, 1 per cent, and a credit department did not exceed this average, and accepted business as above outlined, it could well be said to have sustained the minimum loss in its transactions.

### Minimum Loss of Customers

The third question relates to minimum loss of customers. Let us assume that a credit department accepts business on a grade ratio of 90/10. If it loses—through its efforts to collect (when customers have been properly sold and service and materials are satisfactory) —any of the 90 per cent fair or good grade risks, it is certainly losing good material. If, however, a customer among the other 10 per cent, above described, is lost for future business in securing the money for the first transaction, or if the customer refuses to accept revised terms satisfactory to the seller, then it is hardly fair to charge the credit department with having lost a customer. It has merely failed to make a fair or good customer out of a doubtful one.

If, on the other hand, the credit department helps to make fair or good customers out of 5 per cent or more of whatever portion of the doubtful class is accepted, it certainly then becomes a greater and greater asset to the business with the increase of this percentage remade into fair and good customers. Let us say a credit department accepts business on a grade ratio of 50/50, saves a good business for the house of 25 per cent, and fails on the other 25 per cent, that credit department should be credited with having saved and built for the business 25 per cent of its customers, and not with having lost 25 per cent of them. A credit department should be charged with losing a customer only when it is the *avoidable* cause of losing a fair-or good-paying customer.

The fourth point, the cost of conducting a credit department, is, of course, largely predicated upon the kind and nature of the business conducted. Much depends also, as above intimated, upon the class of business the department is called upon to accept and handle. It stands to reason that if a large number of poor-grade credit risks is taken, the cost of operations will be much greater than where only select trade is accepted. If the credit department is making business possible with a poor credit class of trade, which is neces-

Cost Section

* From Management and Administration.

sitated by some weakness in other factors of the business, the credit department is forced to carry part of the burden rightly belonging to some other department or departments. Therefore, it should not be expected to operate as cheaply as when such a condition does not exist.

For the purpose of illustration, then, we may safely assume as a reasonably low cost of operation, 1 per cent of sales when business of a grade ratio of 90/10 is being accepted and profitably handled. Why the assumption of 1 per cent as reasonably low?

Underwriters of insurance on credits charge a special premium for, place rigid restriction or penalties about, or decline to assume liability in connection with, any of what they designate as the off-grades, above referred to, under their insurance policies. This procedure is just as correct and proper as it is to charge an extra premium, or provide special safeguards, or refuse to accept responsibility, for an extra hazard under a fire insurance or any other form of policy.

Also, these underwriters cover, under the ordinary bond, only the losses *over* and *above* the normal loss of that particular business, determined by an average loss for a period of 3 to 5 years. The bond, in addition, usually provides that the company be given an opportunity to collect the losses, and that losses be reported for collection purposes with 65 days from due date, for which approximately the legal collection rates are charged in addition to the premium. The legal rates for collecting are 15 per cent for amounts under $300, 8 per cent for amounts between $300 and $1000, and 4 per cent for amounts in excess of $1000, making the average legal rate 9 per cent (not taking into account apportionment of percentages by amounts of losses). That places a pretty high premium on time in credit granting.

The managements of various lines of business place a still greater premium on time when they offer ½, 1, 2, 3, 5 and in extreme cases 10 per cent for cash within, usually, 10 days from date of shipment, paying actually, at these rates for 10 days' time, from 18 to 360 per cent per annum on the amount.

It is not true, then, that 1 per cent of sales is a reasonably low cost for operating an efficient credit department in the average manufacturing, jobbing, or wholesale business, to collect the bulk of moneys on sales in the intervening period of from 10 to 60 days? Is it not a cheap collection rate? The percentage on a retail business will run higher.

Let us now take up the main question of our discussion: "Is the credit department an asset or a liability?" Taking the above premises, or conclusions, to be approximately correct as a general average proposition, let us see what we actually arrive at on, say, a $25,000,000 per year business. Collection costs would be as follows:

| Method of Figuring Collection Costs | Comparative Collection Costs |
|---|---|
| Cost, figured on collections by credit department on basis of 1 per cent of sales on 90/10 grade ratio..... | $250,000.00 |
| Cost, figured on collections on basis of accepting only customers discounting, on terms of 1 per cent cash, 10 days = 36 per cent per annum, on monthly sales of $2,083,333.34 (This would probably eliminate 75 per cent of the business on an average concern's books.) | 750,000.00 |
| Cost on lowest legal rates, 4 per cent..... (At least this rate would apply if no effort were made to collect at all in the first 60 days on 30-day terms, accepting any and all business submitted, plus a probably ruinous loss ratio for bad debts.) | 1,000,000.00 |

By the first method, with a loss, on account of bad debts, of 1 per cent, the total cost would be 2 per cent of sales for credit operations and bad debts.

Under the second method there would still be the hazard of the average loss by actual failures, which according to Bradstreets (by percentage of failures to all business) from 1893 to 1923, inclusive, averages one and one-hundredth per cent per year. It is quite probable that by this rigid selection of accounts the loss ratio would be practically nil, yet the cost of operations would be 3 per cent of the annual business, plus greatly increased sales and other expenses, and the necessity of having an article or service that could stand severe competition. And there still would have to be a credit department to do the selecting.

Under the third method there would have to be a sales force to sell, and some one to look after what collections were made. The cost of operations would still be at least 4 per cent, with an extremely high ratio of losses in addition..

The foregoing forms a basis upon which to determine the worth of a credit department. While the actual figures (used only for illustration) show an advantage of 3 to 1 and 4 to 1, respectively, in favor of the conservatively conducted credit department, that advantage may be increased as cost and loss percentages are decreased, and the 90/10 grade ratio is lowered to take in a greater percentage of bona fide business on terms that are safe. To lower the grade ratio is largely a matter of having customers of doubtful grades accept satisfactory terms and then seeing to it that those terms are enforced as nearly as possible. Here is where the arguments on question 3 apply with particular emphasis.

It is possible under proper management to obtain much better results than the general and average figures and percentages above shown. Experience has proved this to be so. An actual case may perhaps with profit be cited, where the bad debt losses were about three-tenths per cent, and cost of operations about four-tenths per cent on a risk grade ratio of better than 75/25, with few if any good or fair-paying customers lost by improper methods of the department, and a high percentage of sales on poor credit risks developed into good ones. The total combined cost of operation and bad debt losses amounted only to seven-tenths per cent, while it is stated the sales price of the commodity of that particular house has been loaded by 2 per cent for bad debts. An actual profit of one and three-tenths per cent was realized on that feature of the business.

Unable to switch the accounts to cash terms, that same credit department had also rejected three-tenths per cent of sales on credit that subsequently were shown to be "bad" accounts and if accepted would have been losses. This rejection added another three-tenths per cent of sales as an actual worth-evaluation to the credit department. On this latter feature, the sales manager argued that had the "bad" three-tenths per cent been accepted, with no crdit department expense, the loss to the house would have been one-tenth per cent less than it was. The trouble with this argument was that, like a child, he expected to have the cake and keep the penny. He forgot that more than 25 per cent of doubtful credit business had been accepted from his salesmen, and profitably handled by the department.

A good credit department can indeed be an asset to any business—a real profit-earning asset. It takes an exceptionally poor one to rank as a liability.



## German Pulp Prices Reduced

Washington, D. C., August 25, 1924.—The German Pulp Manufacturers' Organization reduced pulp prices on July 1, in expectation of a reduction in coal prices, and in keeping with general economic trends, according to a report to the Department of Commerce from Trade Commissioner F. W. Allport, Berlin. A cut of .75 marks per 100 kilograms was made on second unbleached, 1b unbleached, and 1a normal, and of 1 mark per 100 kilograms on 1a bleachable, second bleached, and prime bleached. Pulp prices from July 1 on, therefore, will be as follows: Second unbleached, 24¼ marks; 1b unbleached, 25¼ marks; 1a normal, 26¼ marks; 1a bleachable, 28¼ marks; second bleached, 33 marks, and prime bleached, 34½ marks. All of the above prices are quoted in gold marks per 100 kilograms, f. o. b. receiving station, conditions in accordance with those agreed upon by the German Pulp Manufacturers' Organization. The discount of 2 per cent for prepayment made in foreign currency is now done away with, but a discount of 2 per cent will be granted for cash payments, and of 4 per cent for payment in advance. When payments are deferred a charge of 30 per cent per annum interest is made.

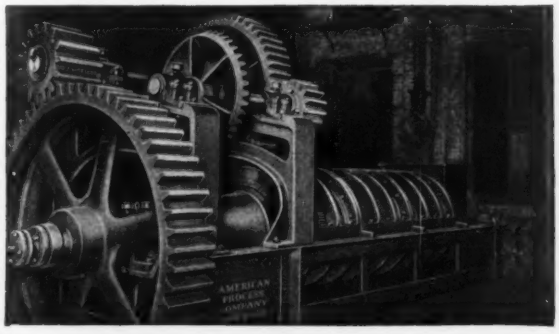
Storage and Sprinkler Tanks as well as Processing Tanks and Acid Towers to meet all Paper Mill requirements. High grade Cypress, Cedar, or Fir —well seasoned. Immediate shipment. Expert erecting crews to install.

**G. Woolford Wood Tank Mfg. Co.**
**Lincoln Bldg. Philadelphia, Pa.**

## J. W. HEWITT MACHINE CO.

**Neenah, Wisconsin**

Hard Maple and Gumwood Press Rolls.
Whitewood and Red Wood Felt Rolls.
Brass Felt and Table Rolls.
Iron Cores for Rubber Rolls.
Bronze Doctor Blades.
Bronze Suction boxes and Covers.
Bronze Castings of all descriptions.



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**FOR DEWATERING PULP**

ADVANTAGES

1. AUTOMATIC—requiring a minimum of labor to operate.
2. CONTINUOUS IN ACTION—hence large saving in power and increase in capacity.
3. ECONOMICAL IN POWER—small power required to operate.
4. HEAVY CONSTRUCTION—hence requiring a minimum of repairs.

**AMERICAN PROCESS CO.**
**68 William Street, New York**

## West Virginia Pulp and Paper Company

*Manufacturers of*

**Supercalendered and Machine**

## Finished Book and Lithographic Papers

**Offset, Envelope and Music Paper, High Grade Coated Book and Label Papers**

***also***

**Bleached Spruce Sulphite and Soda Pulp**

200 Fifth Avenue, New York
732 Sherman Street, Chicago

## The John W. Higman Co.

**29 Broadway New York City**

## QUALITY CLAYS

**FOR ALL PURPOSES**

**ENGLISH AND AMERICAN**

## Blotting Paper of the Best Quality

**MANUFACTURED BY**

## THE EATON-DIKEMAN COMPANY

**LEE, MASS.**

Manufacturers of Blotting, Matrix, Filter and all other grades of absorbent papers.

Registered brands Magnet and Columbian, also Lenox and Arlington.

**SEND FOR SAMPLES AND PRICES**

# Obituary

## Mark W. Marsden

PHILADELPHIA, September 2, 1924.—There passed from the ranks of the chemical division of the trade during the past week Mark W. Marsden, whose offices were located in the Lafayette Building, Philadelphia, Pa., where he was associated with the Planters' Pulp and Products Manufacturing Company, as its president.

Mr. Marsden was a pioneer of the Logan section of Philadelphia, and was a well known inventor of chemical products identified with the paper industry. His illness of three months followed a stroke of apoplexy and terminated in his death at the age of 72 years.

He was born in England and came to this country at the age of ten years, making his home in Philadelphia. He spent much of his life in the study of industrial chemistry, and at the time of his death had applied for a patent on a process which was expected to prove of great benefit to the paper industry through the utilization of waste products such as corn, cotton and sugar cane stalks as a substitute for wood pulp.

He first began his experimentations with corn products back in 1892, when he invented cornstalk cellulose used by the Government as a filler for coffer dams on war vessels, which has since been discontinued for more modern methods of prevention of water invasion on shot ridden war craft. Later he worked out several processes for manufacturing pulp which he had patented for the use of stalks from corn cotton sugar cane and for rice straw used in the production of carton, container and other paper boards. Recently he organized the Planters' Pulp and Products Manufacturing Company, and with him were associated E. W. Strain, secretary and treasurer, and A. N. Burke.

At the time of his death he was negotiating with the Secretary of Agriculture and was much interested in the substitution of stalk products for wood pulp in order to preserve the forest for lumber supply. He claimed that millions of dollars could be saved annually by conserving these stalks and their conversion into pulp. It was for the purpose of interesting the Department of Agriculture in the preservation of forests and the substitution of stalk pulp that his last days were occupied. He claimed that these stalks, which were burned as useless, could be gathered and sent to the mills for pulp substitute, and that the company of which he was head was planning the marketing and manufacturing of such products and was organized especially for such purposes.

## William T. Ross

INDIANAPOLIS, Ind., September 2, 1924.—William T. Ross, general superintendent of the Beveridge Paper Company, died Monday, August 25, from an operation for appendicitis performed a little over a week previously.

Mr. Ross was born in 1877, in Appleby, England, and while a small boy the family moved to this country and settled at Xenia, Ohio. He was employed for about three years in the old mill of the concern, The Xenia Board and Paper Company, of that city, and then came over to Indianapolis with The Beveridge Paper Company. Mr. Ross has been general superintendent of The Beveridge Paper Company for a number of years, and his loss will be keenly felt by the company.

Mr. Ross is survived by a widow, two sons, one of whom is purchasing agent for The Beveridge Paper Company; a married daughter and several brothers, one of whom has been assistant superintendent for The Beveridge Paper Company for several years.

## Ira G. Winegar

TOLEDO, Ohio, September 3, 1924.—Ira G. Winegar, 49, of 3131 Collingwood avenue, secretary-treasurer of the Ohio and Michigan Paper Company, died in a sanitarium at Battle Creek, Mich., Sunday afternoon, August 24. He had been ill for two weeks.

Mr. Winegar was born in Michigan and came to Toledo 30 years ago. With V. D. Sisson and F. D. Hegamaster he organized the company of which he was an officer. The rapid growth of the firm was attributed largely to the efforts of Mr. Winegar.

He was a 32nd degree Mason and a member of Zenobia Shrine. The Toledo Consistory of the Scottish Rite conducted the funeral services.

Besides his wife, Mr. Winegar is survived by a daughter, Mary Louise, and three brothers, Fred and Willis Winegar, Lowell, Mich., and Charles Winegar, Detroit.

## Alexander Brown

[FROM OUR REGULAR CORRESPONDENT.]

MILLERS FALLS, Mass., September 2, 1924.—Alexander Brown, night superintendent of the Millers Falls Paper Company, formerly of Holyoke, died Sunday night, after a nine months' illness. He leaves a widow, five sons and five daughters.

## Box Board on Simplification of Lines

Manufacturers of box board and representatives of the Folding Box Manufacturers Association, the National Container Association, the National Paper Box Manufacturers Association, and of the set-up box industry, following action which was begun last May, have named a central committee to undertake a survey of the industry and to prepare recommendations for definite standards covering carton thicknesses for various uses, it was announced today by the Division of Simplified Practice, Department of Commerce.

This committee, headed by George W. Gair, representing the National Containers Association, the Box Board Association and the Folding Box Manufacturers Association, is made up of John R. Mauff of the Box Board Association; H. A. Dickie of the Folding Box Manufacturers Association; George R. Browder of the National Container Association; Frank S. Records of the National Paper Box Manufacturers Association, with W. A. Gately of the Division of Simplified Practice, Department of Commerce, secretary pro tem. Its personnel was selected at a meeting on August 19 in the Custom House, New York City, of representatives of each group, at which conditions in each industry were outlined.

It was pointed out that at the present time there are no standards for carton thicknesses for various uses, that the growth of present conditions has been uncontrolled and illogical, and that this has worked to the disadvantage of both the manufacturer and consumer. The former, it was pointed out, has been forced to make frequent changes of mechanical operation to make small lots of material of various thicknesses, each change of a machine involving a loss of productive time and preventing the fullest output from his equipment which would be possible with an unbroken "run." The consumer, likewise, has often been responsible for the use of "odd size" material, which contributed to his costs and interfered with the best service possible from the manufacturer.

At the present time, it was conceded, it is imprudent to attempt any changes in the cartons now on the market; but it was indicated that if definite standards of thickness of material are adopted generally, it will be a step toward a more scientific development of carton for the future.

As each of the associations interested will hold its meetings during the next eight weeks, the secretary of each association will be asked to secure the appointment of a simplification committee of his association, such committee to comprise three members each. Surveys will then be inaugurated and the problems of the groups as they affect other groups will be brought before the central committee, in order that the best experience of each may be thoroughly considered in preparation of the recommendations.

## Al. Weatherby Goes With Smith Paper Co.

MIDDLETOWN, Ohio, September 2, 1924.—Al. Weatherby, formerly with the Peshtigo Paper Company, Peshtigo, Wis., has been appointed Superintendent of the Frank Smith Paper Company here.

New York Office
280 Broadway

Dayton Office

Chicago Office
10 So. La Salle St.

*Compare it*
*Tear it*
*Test it*
*and you will specify it*

# HOWARD BOND

WATERMARKED

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*Made by*

THE HOWARD PAPER CO. URBANA, OHIO

Howard Laid Bond
Howard Ledger
Howard Bond
Envelopes

# The B Co.-INC. QUALITY PULPS

"HAFSLUND BEAR"
Bleached Sulphite

"FORSHAGA"
Bleached Sulphite

"HURUM SPECIAL"
Extra Strong Kraft

"BAMBLE"
Extra Strong Kraft

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KALAMAZOO VEGETABLE PARCHMENT CO.

Manufacturers of
PARCHMENT, WAXED & BOND PAPERS

KALAMAZOO, MICHIGAN
Where *Quality* is the watchword.

THE WISDOM
OF FRIENDSHIP.

We take care of our health, we lay up money, we make our roof tight and our clothing sufficient, but who provides wisely that we shall not be wanting in the best property of all—friends.—Emerson.

Helpfully yours,
K. V. P. Co.

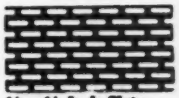
# Perforated Metal Screens

## For Pulp and Paper Mills

.085 Inch Round

STEEL, COPPER, BRASS, BRONZE and other Alloys

punched for Centrifugal and Rotary Screens, Pulp Washers, Drainer Bottoms, Filter Plates, etc.



⅛ x ½ Inch Slots

CHARLES MUNDT & SONS

63-65 FAIRMONT AVE. JERSEY CITY, N. J.

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Builders of Mechanical Stokers for 36 years

Sales and Service Offices in All Principal Cities

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So. Philadelphia Works, Philadelphia, Pa.

WESTINGHOUSE ELECTRIC

# Westinghouse

# Imports of Paper and Paper Stock

## NEW YORK, BOSTON, PHILADELPHIA AND OTHER PORTS

## NEW YORK IMPORTS

WEEK ENDING AUGUST 30, 1924

SUMMARY

News print .....936 rolls
Printing paper.....794 rolls, 89 cs., 62 bls.
Wallpaper .....2 bls.
Packing paper.....217 bls.
Wrapping paper.....1,691 rolls; 11 cs.
Cigarette paper.....13 cs.
Kraft paper.....211 rolls
Tissue paper.....19 cs.
Copy paper .....10 cs.
Paper hangings.....33 bls., 3 cs.
Hanging paper.....419 rolls
Miscellaneous paper....18 cs., 1,811 rolls, 224 bls.

CIGARETTE PAPER

Rose & Frank, Homeric, Havre, 4 cs.
Standard Products Corp., by same, 9 cs.

TISSUE PAPER

Standard Products Corp., Homeric, Havre, 17 cs.
Iwai & Co., Tak Maru, Kobe, 2 cs.

COPY-PAPER

Iwai Co., Tak Maru, Kobe, 10 cs.

PAPER HANGINGS

A. C. Dodman Jr., Inc., Adriatic, Liverpool, 28 bls.
W. H. S. Lloyd & Co., American Merchant, London, 5 bls., 3 cs.

WALL PAPER

F. J. Emmerich, Adriatic, Liverpool, 2 bls.

HANGING PAPER

Drinhausen Hollkott Paper Co., Orca, Hamburg, 419 rolls.

PRINTING PAPER

Street & Smith Corp., Orca, Hamburg, 94 rolls.
International Acceptance Bank, Dorelian, Hamburg, 216 rolls.
J. H. Scott Paper Co., Dorelian, Hamburg, 48 rolls.
Perry Ryer & Co., Assyria, Glasgow, 62 cs.
Seaman Paper Co., Arabic, Bremen, 221 rolls.
W. Hartmann & Co., by same, 136 rolls.
Great Eastern Paper Co., by same, 62 bls.
J. H. Scott Paper Co., by same, 79 rolls.
Second National Bank of Hoboken, Westphalia, Hamburg, 6 cs.
P. H. Petry & Co., by same, 21 cs.

NEWS PRINT

W. Hartmann & Co., Arabic, Bremen, 641 rolls.
International Acceptance Bank, Orca, Hamburg, 183 rolls.
Chemical National Bank, Dorelian, Hamburg, 112 rolls.

WRAPPING PAPER

Hudson Trading Co., Kingsholm, Gothenburg, 109 rolls.
Bendix Paper Co., American Merchant, London, 11 cs.
Wilkinson Bros. & Co., Inc., Idefjord, Trondhjem, 1,582 rolls.

PACKING PAPER

M. O'Meara Co., Idefjord, Kristiania, 184 bls.
J. P. Heffernan Paper Co., Westphalia, Hamburg, 33 bls.

KRAFT PAPER

Arkell Safety Bag Co., Kingsholm, Gothenburg, 211 rolls.

PAPER

D. S. Walton & Co., Kingsholm, Gothenburg, 5 bls.
D. S. Walton & Co., by same, 906 rolls.
B. Gilbert Paper Co., by same, 224 rolls.
B. Gilbert Paper Co., by same, 59 bls.
C. K. MacAlpine Co., by same, 8 bls.
C. K. MacAlpine Co., by same, 55 rolls.
American Trading Co., by same, 39 rolls.
J. P. Heffernan Paper Co., by same, 25 bls.
Japan Paper Co., by same, 5 cs.
Street & Smith Corp., Dorelian, Hamburg, 212 rolls.
E. Dietzgen & Co., Arabic, Bremen, 13 cs.
Dell Publishing Co., Westphalia, Hamburg, 375 rolls.
J. P. Heffernan Paper Co., by same, 127 bls.

BAGS, BAGGINGS, ETC.

L. H. Abenheimer, Arabic, Bremen, 249 bls. rags.
Anglo South American Trust Co., Adriatic, Liverpool, 64 bls. rags.
Anglo South American Trust Co., Dorelian, Hamburg, 187 bls. rags.
Belgian Bank, Assyria, Glasgow, 219 bls. paperstock.
A. H. Searle, by same, 72 bls. bagging.
Train Smith & Co., Uranienberg, Antwerp, 99 bls. bagging.
Equitable Trust Co., by same, 16 bls. bagging.
Equitable Trust Co., Caledonier, Antwerp, 316 bls. rags.
P. Berlowitz, by same, 399 bls. rags.
National City Bank, by same, 56 bls. rags.
International Acceptance Bank, Boston City, Bristol, 526 bls. rags.
Brown Bros. Co., by same, 73 bls. waste paper.

OLD ROPE

Bemis Bros. Bag Co., Stavangerfjord, Kristiania, 28 coils.
Brown Bros. & Co., Dorelian, Hamburg, 76 coils.
Brown Bros. & Co., Arabic, Bremen, 20 coils.
Brown Bros. & Co., Boston City, Bristol, 344 coils.

WOOD PULP

Scandinavian Pulp Agency, Inc., Kungsholm, Gothenburg, 254 bls. sulphite pulp.
E. M. Sergeant Co., by same, 508 bls. sulphite pulp.
E. M. Sergeant Co., by same, 598 bls. dry soda pulp.
J. Andersen & Co., Stavangerfjord, Kristiania, 250 bls. sulphite pulp.
Atterbury & McKelney, by same, 150 bls. sulphite pulp.
Guaranty Trust Co., Dorelian, Hamburg, 669 bls. sulphite pulp.
Buck Kiaer & Co., by same, 332 bls. sulphite pulp.
Hartig Pulp Co., by same, 125 bls. sulphite pulp.
Buck Kiaer & Co., Idefjord, Kristiania, 955 bls. wood pulp, 192 tons.
J. Andersen & Co., by same, 1,710 bls. wood pulp, 288 tons.
Hartig Pulp Co., Westphalia, Hamburg, 500 bls. wood pulp, 103 tons.
Johaneson, Wales & Sparre, Inc., Kungsholm, Gothenburg, 150 bls. kraft pulp.

WOOD PULP BOARDS

M. Meyerson, Kungsholm, Gothenburg, 129 bls. wood pulp boards.

WOOD FLOUR

Congoleum Co., Kungsholm, Gothenburg, 849 bags.
Johaneson, Wales & Sparre, Inc., by same, 271 bags.
B. L. Soberski, Idefjord, Frederickstad, 1,500 bags, 102,000 kilos.

## BOSTON IMPORTS

WEEK ENDING AUGUST 30, 1924

T. D. Downing & Co., Darian, Liverpool and Manchester, 55 bls. new rag cuttings.
Brown Brothers Co., by same, 67 bls. old rope.
E. Butterworth Co., by same, 120 bls. old rags.
Pagel, Horton & Co., Inc., Devonian, Liverpool, 10,500 bls. dry sulphate pulp and 3,600 bls. dry sulphite pulp.
Johaneson, Wales & Sparre, Inc., Naples Maru, Sundsvall, 500 bls. sulphite pulp, 1,200 bls. groundwood.
Johaneson, Wales & Sparre, Inc., West Gotomska, Kramfors, 4,200 bls. kraft pulp.
Johaneson, Wales & Sparre, Inc., by same, Sundsvall, 500 bls. sulphite pulp.
Lagerloef Trading Co., 235 bls. chemical pulp.
Hartig Pulp Co., by same, 100 bls. sulphite pulp.
Price & Pierce, Ltd., by same, 1,000 bls. dry sulphate pulp.
Scandinavian Pulp Agency, by same, 250 bls. dry sulphate pulp.
Pagel, Horton & Co., Inc., by same, 3,000 bls. sulphate wood pulp.
Bulkley, Dunton Co., by same, 1,250 bls. sulphate wood pulp.
Baring Bros., Ltd., S. S. Daytonian, Liverpool and Manchester, 246 bls. old rags and 72 bls. paperstock.
For miscellaneous Boston accounts not specified, S. S. Deer Lodge, Liverpool, 154 coils paperstock and 117 bls. paperstock.

FOR PHILADELPHIA DELIVERY VIA BOSTON

E. Butterworth Co., S. S. Darien via Boston from Liverpool and Manchester, 113 coils old rope.
Price & Pierce, Ltd., S. S. Devonian via Boston from Liverpool, 1,800 bls. dry chemical wood pulp.
Pagel, Horton & Co., Inc., by same, 3,900 bls. sulphite pulp and 1,500 bls. sulphate pulp.

Rogers, Webb & Co., Dorelian, Hamburg, 502 rolls wrapping paper.
J. H. Scott Paper Co., by same, 55 rolls printing paper.
T. D. Downing & Co., Sagoporack, London, 35 rolls printing paper.
International Acceptance Bank, Dorelian, Hamburg, 22 rolls printing paper.
Lee Higginson & Co., by same, 116 bls. rags.
Second National Bank of Boston, by same, 241 bls. rags.
Rogers, Webb & Co., by same, 54 bls. rags.
Philadelphia National Bank, by same, 224 bls. rags.
Brown Bros. & Co., by same, 38 bls. rags.
National City Bank, by same, 133 bls. rags.
L. H. Abenheimer, by same, 107 bls. rags.
Katzenstein & Keene, Inc., Sagoparack, London, 54 bls. rags.
Anglo South American Trust Co., by same, 114 bls. rags.
Crocker, Burbank Co., by same, 130 bls. waste paper.
Second National Bank of Boston, by same, 285 bls. paper stock.
J. Andersen & Co., Dorelian, Hamburg, 550 bls. wood pulp.

## BALTIMORE IMPORTS

WEEK ENDING AUGUST 30, 1924

E. J. Keller Co., Inc., Dorelian, Hamburg, 406 bls. wood pulp.
National City Bank, by same, 919 bls. wood pulp.
Johaneson, Wales & Sparre, Inc., Legie, Gothenburg, 150 bls. sulphite pulp.
Lagerloef Trading Co., Western Plains, 2,714 bls. chemical pulp.

## PHILADELPHIA IMPORTS

WEEK ENDING AUGUST 30, 1924

J. A. Steer & Co., Boston City, Bristol, 869 bls. rags.
Johaneson, Wales & Sparre, Inc., West Gotomska, Kramfors, 750 bls. kraft pulp; 2,436 bls. sulphite pulp.
Johaneson, Wales & Sparre, Inc., Sundsvall, 1,200 bls. groundwood.
Lagerloef Trading Co., Western Plains, 1,110 bls. chemical pulp.

## NORFOLK IMPORTS

Johaneson, Wales & Sparre, Inc., Hornfels, Sundsvall, 1,000 bls. sulphite pulp.

# Freehold Timber Lands for Sale

THE Interprovincial and James Bay Railway Company [owned by The Canadian Pacific Railway Company] offers for sale 479.4 square miles [306,816 acres] of valuable freehold timber lands situated in the Province of Quebec, estimated to contain 5.2 cords of pulpwood per acre [about 1,614,000 cords], other valuable timber and 42% arable land.

*For further particulars apply to*

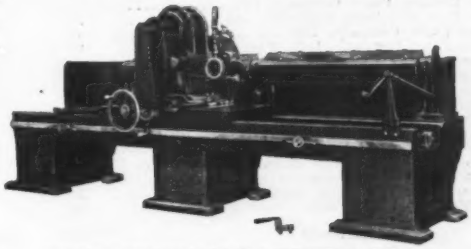
F. L. WANKLYN
*General Executive Assistant*

**CANADIAN PACIFIC RAILWAY**
Room 255, Windsor Station MONTREAL, QUE.

# AUTOMATIC GRINDERS

**200 LBS. TO TEN TON WEIGHT**

**For Knives 26 inches to 19 ft. long.**



AUTOMATIC TRAVELING WHEEL GRINDER

Straight wheel, cup wheel, ring wheel, sectional block wheel, sandstone wheel, grinders.

Full automatic, semi-automatic and hand machines. Stationary wheel and traveling work or stationary work and traveling wheel.

Belt or motor drive.

Open frame or fully enclosed, completely self-contained, cabinet base machines, for every variety of service.

*Send for Catalog Covering New Type Machines.*

**MACHINERY COMPANY OF AMERICA**
**Big Rapids, Mich., U. S. A.**

# Starch

A SIMPLE change in the manufacturing process often results in a pronounced decrease in cost of production.

Paper Mills use Starch for sizing to produce better and stronger sheets with lower cost of manufacture.

Our SPECIAL PAPER brand for beater-sizing increases strength of sheet and gives improved finish.

Our FOX HEAD brand for top-sizing is more economical than all glue-size—gives perfect satisfaction.

**Corn Products Refining Company**
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# THE DRAPER FELTS

All kinds and styles of Felts for all kinds and styles of Papers.

Write us about your Felt problems and let us help you reduce your Felt Costs—we will call anywhere at any time.

DRAPER BROS. COMPANY
CANTON, MASS.
***Woolen manufacturers since 1856.***

# Market Quotations

## PAPER SECURITIES CLOSING PRICES TUESDAY

Reported by Stewart Tuttle & Co., Inc., 120 Broadway, New York

| Stocks | BID | ASKED |
|---|---|---|
| Abitibi Power and Paper Company, Ltd. | 59½ | 60½ |
| Abitibi Power and Paper Company, Ltd, Pfd. | 100 | 101 |
| American Writing Paper Company, Pfd. | 3 | 3½ |
| Brompton Pulp and Paper Company, Ltd. | 32½ | 33 |
| Donnacona Paper Company, Ltd. | 45 | 50 |
| Donnacona Paper Company, Ltd., Pfd. | 98 | 100 |
| International Paper Company | 47¾ | 49 |
| International Paper Company, Pfd. | 71½ | 73½ |
| Laurentide Company, Ltd. | 86 | 87 |
| Price Brothers | 43 | 44¼ |
| St. Maurice Paper Co., Ltd. | 86 | 88 |
| Smith (Howard) Paper Mills, Ltd. | 34 | 35 |
| Spanish River Pulp and Paper Mills, Ltd. | 110¾ | 110⅞ |
| Spanish River Pulp and Paper Mills, Ltd., Pfd. | 120 | 120½ |
| Union Bag and Paper Corp. | 40½ | 43 |
| Wayagamack Pulp and Paper Company, Ltd. | 36 | 37 |
| West Virginia Pulp and Paper Company | 50 | 54 |

| Bonds | BID | ASKED |
|---|---|---|
| Abitibi Power and Paper Company, Ltd., 1st 6s, 1934 | 102 | 103 |
| Abitibi Power and Paper Company, Ltd., Gen. 6s 1940 | 94½ | 95½ |
| Abitibi Power and Paper Company, Ltd., Con. 8s 1931 | 102½ | 103½ |
| Belgo Canadian Paper Company, 1st 6s 1943 | 94½ | 95¾ |
| Brown Company Serial 6s | 99 | 100 |
| Carthage Sulphite Pulp and Paper Company, 1st 8s 1941 | 35 | 50 |
| Continental Paper and Bag Mills Corporation, 1st and Ref. 6½s, Series "A," 1944 | 94 | 95 |
| Donnacona Paper Company, Ltd., 1st 6s 1940 | 98 | 100 |
| Eddy Paper Company, 1st 7½s 1931 | 93 | 95 |
| Gair (Robert) Company, 1st 7s 1937 | 98 | 99 |
| International Paper Company, 1st and Ref. 5s (Series "B") 1947 | 85 | 86 |
| Mattagami Pulp and Paper Company, 1st 6s 1937 | 58 | 60 |
| Mattagami Pulp and Paper Company, 1st 7s 1949 | 20 | 25 |
| Oswego Falls Corporation, 1st 8s 1942 | 101½ | 102 |
| Oxford Paper Company, 1st and Ref. 6s (Series "A") 1947 | 98 | 100 |
| Parker, Young Company, 1st 6½s 1944 | 95½ | 97½ |
| Paterson Parchment Paper Company, 1st 6s (Series "A") 1938 | 95 | 96 |
| Peshtigo Paper Company, 1st 7s (Series "B") 1942 | 92 | 94½ |
| Price Bros. & Co., Ltd., 1st 6s (Series "A") 1943 | 98¼ | 99¼ |
| Provincial Paper Mills, Ltd., 1st 6s 1940 | 98 | 100 |
| Riordon Pulp and Paper Company, Ltd., Gen. 6s 1929 | 14 | 18 |
| Riordon Pulp and Paper Company, Ltd., 6s 1942 | 80 | 84 |
| Riordon Company, Ltd., 1st and Ref. 8s 1940 | 87½ | 88½ |
| River Raisin Paper Company, 1st 8s 1936 | 103 | 104 |
| Smith (Howard) Paper Mills, Ltd., 6s 1934 | 95 | 95½ |
| Smith (Howard) Paper Mills, Ltd., 1st Ref. 7s 1941 | 94½ | 96½ |
| Spanish River Pulp and Paper Mills, Ltd., 1st 6s 1931 | 102½ | 104 |
| Spanish River Pulp and Paper Mills, Ltd., Gen. 8s 1941 | 106 | 107 |
| Wayagamack Pulp and Paper Company, Ltd., 1st 6s 1951 | 74 | 77 |

## Paper

F. o. b. Mill

| | | |
|---|---|---|
| Ledgers | 11.00 | @38.00 |
| Bonds | 9.00 | @45.00 |
| **Writings—** | | |
| Extra Superfine | 14.00 | @30.00 |
| Superfine | 14.00 | @30.00 |
| Tub Sized | 10.00 | @15.00 |
| Engine Sized | 8.00 | @11.00 |
| **News—** | | |
| Rolls, contract | 3.65 | @ 3.90 |
| Rolls, transit | 3.75 | @ 4.25 |
| Sheets | 4.15 | @ 4.40 |
| Side Runs | 3.25 | @ 1.50 |
| **Book, Cased—** | | |
| S. & S. C. | 8.00 | @ 9.50 |
| M. F. | 7.50 | @ 8.85 |
| Coated and Enamel | 9.00 | @14.00 |
| Lithograph | 9.00 | @14.00 |
| **Tissues—** | | |
| White No. 1 | .75 | @ .76 |
| White No. 2 | .70 | @ .80 |
| Colored | 1.05 | @ 1.90 |
| Anti-Tarnish | 1.35 | @ 1.90 |
| Kraft | .85 | @ 1.10 |
| Manila | .75 | @ .80 |
| **Kraft—** | | |
| No. 1 Domestic | 5.50 | @ 6.25 |
| No. 2 Domestic | 5.00 | @ 5.75 |
| Imported | 5.50 | @ 5.75 |
| **Manila—** | | |
| No. 1 Jute | 9.00 | @ |
| No. 2 Jute | 7.75 | @ 8.50 |
| No. 1 W'ood | 4.75 | @ 5.25 |
| No. 2 Wood | 4.00 | @ 4.50 |
| Butchers | 3.75 | @ 4.00 |
| **Fibre Papers—** | | |
| No. 1 Fibre | 5.50 | @ 5.75 |
| No. 2 Fibre | 4.75 | @ 5.25 |
| Common Bogus | 2.40 | @ 2.60 |
| S. Screening | 3.25 | @ 3.75 |
| Card Middler | 4.00 | @ 5.00 |
| **Boards—per ton—** | | |
| News | 47.50 | @50.00 |
| Straw | 50.00 | @55.00 |
| Chip | 37.50 | @42.50 |
| Binders' Boards | 75.00 | @80.00 |
| Sgl. Mla. Ll. Chip | 50.50 | @55.50 |
| Wood Pulp | 70.00 | @75.00 |
| Container | 57.50 | @65.00 |
| **Sulphate Screenings—** | | |
| Coarse | .80 | @ .90 |
| Refined | 1.75 | @ 2.00 |
| **Ground Wood—** | | |
| Screenings | 20.00 | @25.00 |
| **Glassine—** | | |
| Bleached, basis 25 lbs. | 12.00 | @15.00 |
| Bleached, basis 20 lbs. | 14.00 | @17.00 |

## Mechanical Pulp

(Ex-Dock)

| | | |
|---|---|---|
| No. 1 Imported | 35.00 | @40.00 |

(F. o. b. Mill)

| | | |
|---|---|---|
| No. 1 Domestic | 27.50 | @34.00 |

## Chemical Pulp

(Ex-Dock, Atlantic Ports)

| | | |
|---|---|---|
| **Sulphite (Imported)—** | | |
| Bleached | 3.75 | @ 4.50 |
| Easy Bleaching | 2.90 | @ 3.15 |
| No. 1 strong unbleached | 2.75 | @ 3.00 |
| No. 2 strong unbleached | 2.50 | @ 2.75 |
| No. 1 Kraft | 2.75 | @ 2.85 |
| **Sulphate—** | | |
| Bleached | 3.50 | @ 3.65 |

(F. o. b. Pulp Mill)

| | | |
|---|---|---|
| **Sulphite (Domestic)—** | | |
| Bleached | 3.50 | @ 4.50 |
| Easy Bleaching Sulphite | 2.60 | @ 3.00 |
| News Sulphite | 2.50 | @ 2.75 |
| Mitscherlich | 3.00 | @ 3.50 |
| Kraft (Domestic) | 2.75 | @ 3.00 |
| Soda Bleached | 3.90 | @ 4.10 |

## Domestic Rags

New Rags

| Prices to Mill, f. o. b. N. Y. | | |
|---|---|---|
| **Shirt Cuttings—** | | |
| New White, No. 1 | 13.50 | @14.00 |
| New White, No. 2 | 6.50 | @ 7.00 |
| Silesias, No. 1 | 7.50 | @ 8.00 |
| New Unbleached | 10.50 | @11.00 |
| Washables | 5.50 | @ 6.15 |
| Fancy | 6.50 | @ 7.00 |
| Blue Overall | 7.75 | @ 8.25 |
| New Blue | 5.00 | @ 5.50 |
| New Black Soft | 4.75 | @ 5.25 |
| New Light Seconds | 3.00 | @ 3.25 |
| O. D. Khaki Cuttings | 4.50 | @ 4.75 |
| Men's Corduroy | 4.00 | @ 4.25 |
| New Canvas | 7.00 | @ 7.50 |
| New Black Mixed | 2.75 | @ 3.00 |

Old Rags

| | | |
|---|---|---|
| White, No. 1— | | |
| Repacked | 6.25 | @ 6.75 |
| Miscellaneous | 5.50 | @ 5.75 |
| White, No. 2— | | |
| Repacked | 4.25 | @ 4.50 |
| Miscellaneous | 3.75 | @ 4.00 |
| St. Soiled, White | 2.80 | @ 3.00 |
| Thirds and Blues— | | |
| Repacked | 3.75 | @ 3.90 |
| Miscellaneous | 3.00 | @ 3.25 |
| Black Stockings | 3.50 | @ 3.75 |
| Roofing Rags— | | |
| Cloth Strippings | 1.90 | @ 2.00 |
| No. 1 | 2.40 | @ 2.50 |
| No. 2 | 2.30 | @ 2.40 |
| No. 3 | 1.20 | @ 1.30 |
| No. 4 | 1.20 | @ 1.30 |
| No. 5A | 1.80 | @ 1.50 |

## Foreign Rags

| | | |
|---|---|---|
| New Light Silesias | 7.50 | @ 8.75 |
| Light Flannelettes | 8.00 | @ 8.25 |
| Unbl'chd Cottons | 9.00 | @ 9.50 |
| New White Cuttings | 11.50 | @12.50 |
| New Light Oxfords | 7.75 | @ 8.25 |
| New Light Prints | 7.25 | @ 7.75 |
| New Mixed Cuttings | 3.25 | @ 3.75 |
| New Dark Cuttings | 3.00 | @ 3.50 |
| No. 1 White Linens | 9.00 | @10.00 |
| No. 2 White Linens | 7.00 | @ 8.00 |
| No. 3 White Linens | 6.00 | @ 6.50 |
| No. 4 White Linens | 4.50 | @ 5.50 |
| Old Extra Light Prints | 4.00 | @ 4.50 |
| Ord. Light Prints | 3.00 | @ 3.50 |
| Med. Light Prints | 2.40 | @ 2.50 |
| Dutch Blue Cottons | 3.50 | @ 4.00 |
| Ger. Blue Cottons | 3.00 | @ 3.25 |
| Ger. Blue Linens | 3.50 | @ 4.00 |
| Checks and Blues | 2.25 | @ 2.50 |
| Dark Cottons | 1.50 | @ 1.75 |
| Shoppery | 1.40 | @ 1.60 |
| French Blues | 3.25 | @ 3.75 |

## Bagging

Prices to Mill F. o. b. N. Y.

| | | |
|---|---|---|
| Gunny No. 1— | | |
| Foreign | 1.70 | @ 1.80 |
| Domestic | 1.65 | @ 1.75 |
| Wool, Tares, light | 1.40 | @ 1.50 |
| Wool, Tares, heavy | 1.40 | @ 1.50 |
| Bright Bagging | 1.25 | @ 1.40 |
| Sound Bagging | .90 | @ 1.00 |
| **Manila Rope—** | | |
| Foreign | 6.25 | @ 6.50 |
| Domestic | 6.50 | @ 6.75 |
| New Bu. Cut | 2.40 | @ 2.60 |
| **Hessian Jute Threads—** | | |
| Foreign | 2.25 | @ 2.50 |
| Domestic | 2.10 | @ 2.20 |

## Old Waste Papers

(F. o. b. New York)

| | | |
|---|---|---|
| **Shavings—** | | |
| Hard, White, No. 1 | 3.75 | @ 4.00 |
| Hard, White, No. 2 | 3.40 | @ 3.60 |
| Soft, White, No. 1 | 3.00 | @ 3.25 |
| **Flat Stock—** | | |
| Stitchless | 1.60 | @ 1.70 |
| Over Issue Mag. | 1.60 | @ 1.70 |
| Solid Flat Book | 1.55 | @ 1.65 |
| Crumpled No. 1. | 1.25 | @ 1.35 |
| Solid Book Ledger | 1.90 | @ 2.00 |
| Ledger Stock | 1.60 | @ 1.70 |
| New B. B. Chips. | .50 | @ .55 |
| **Manilas—** | | |
| New Env. Cut | 2.45 | @ 2.55 |
| New Cut. No. 1 | 1.65 | @ 1.90 |
| Extra No. 1 old. | 1.40 | @ 1.50 |
| Print | 1.20 | @ 1.30 |
| Container Board | 1.00 | @ 1.10 |
| Bogus Wrapper | 1.00 | @ 1.10 |
| Old Krafts Machine compressed bales. | 2.10 | @ 2.20 |
| **News—** | | |
| No. 1 White News | 1.65 | @ 1.75 |
| Strictly Overissue | 1.05 | @ 1.15 |
| Strictly Folded | .95 | @ 1.05 |
| No. 1 Mixed Paper. | .85 | @ .95 |
| Common Paper | .55 | @ .65 |

## Twines

| | | |
|---|---|---|
| **Cotton—(F. o. b. Mill)—** | | |
| No. 1 | .43 | @ .48 |
| No. 2 | .41 | @ .43 |
| No. 3 | .40 | @ .42 |
| **India, No. 6 basis—** | | |
| Light | .19 | @ .20 |
| Dark | .17 | @ .19 |
| B. C., 18 basis | .39 | @ .41 |
| A. B. Italian, 18 Basis | .51 | @ .61 |
| **Finished Jute—** | | |
| Dark, 18 basis | .30 | @ .31 |
| Light, 18 basis | .28 | @ .30 |
| **Jute Wrapping, 3-6 Ply—** | | |
| No. 1 | .20 | @ .23 |
| No. 2 | .18 | @ .20 |
| **Tube Rope—** | | |
| 4-ply and larger. | .15 | @ .17 |
| **Fine Tube Yarn—** | | |
| 5-ply and larger. | .20 | @ .28 |
| 4-ply | .21 | @ .24 |
| 3-ply | .22 | @ .25 |
| **Unfinished India—** | | |
| Basis | .14 | @ .15 |
| **Paper Makers' Twine** | | |
| Balls | .12 | @ .13 |
| **Box Twine, 2-3 ply** | .14 | @ .15 |
| June Rope | .20 | @ .40 |
| Amer. Hemp, 6 | .30 | @ .32 |
| **Sisal Hay Rope—** | | |
| No. 1 Basis | .14 | @ .16 |
| No. 2 Basis | .10 | @ .12 |
| **Sisal Lath Yarn—** | | |
| No. 1 | .14 | @ .15 |
| No. 2 | .11 | @ .13 |
| Manila Rope | .18 | @ .19 |

# CHICAGO

[FROM OUR REGULAR CORRESPONDENT]

## Paper

F. o. b. Mill

| | | |
|---|---|---|
| All Rag Bond | 35 | @ 40 |
| No. 1 Rag Bond | 25 | @ 35 |
| No. 2 Rag Bond | 14 | @ 25 |
| **Water Marked Sulphite** | 9 | @ 12 |
| Sulphite Bond | 6¾ | @ 10¾ |
| **Sulphite Ledger** | 9½ | @ 12 |
| **Superfine Writing** | 18 | @ 24 |
| **No. 1 Fine Writing** | 14 | @ 18 |
| **No. 2 Fine Writing** | 12 | @ 14 |
| **No. 3 Fine Writing** | 9 | @ 12 |
| **No. 1 M. F. Book** | 5¾ | @ 7½ |
| **No. 1 S. & S. C. Book** | 6½ | @ 7¾ |
| **Coated Book** | 8 | @ 10 |
| **Coated Label** | 8 | @ 10 |
| **News—Rolls, mill—** | 3¾ | @ 4½ |
| **News—Sheets, mill.** | 4 | @ 4¾ |
| **No. 1 Manila** | 4¾ | @ 6½ |
| **No. 1 Fibre** | 4¾ | @ 5½ |
| **No. 2 Manila** | 3¾ | @ 4½ |
| **Butchers' Manila** | 3¾ | @ 4½ |
| No. 1 Kraft | 5¾ | @ 6¼ |
| No. 2 Kraft | 4¾ | @ 5 |
| Wood Tag Boards | 4½ | @ 6 |
| Sulphite Screenings | 2¼ | @ 2¾ |
| **Boards, per ton—** | | |
| Plain Chip | $37.50 | @42.50 |
| Solid news | 40.00 | @45.00 |
| Manila Line Chip | 52.50 | @55.00 |
| **Container Lined—** | | |
| 85 Test | 55.00 | @60.00 |
| 100 Test | 60.00 | @65.00 |

## Old Papers

F. o. b. Chicago

| | | |
|---|---|---|
| **Shavings—** | | |
| No. 1 Hard White | 3.25 | @ — |
| **White Envel. Cuttings** | 3.25 | @ — |
| No. 1 Soft Shav. | 3.00 | @ 3.10 |
| No. 1 Mixed | 1.35 | @ 1.45 |
| No. 2 Mixed | 1.15 | @ 1.25 |
| **Ledgers and Writings** | 1.75 | @ 1.80 |
| Solid Books | 1.70 | @ 1.75 |

| | | | |
|---|---|---|---|
| No. 1 Books, Light | 1.35 | @ | 1.40 |
| Blanks | 2.00 | @ | 2.10 |
| Ex. No. 1 Manila | 2.00 | @ | 2.10 |
| Manila Envelope Cuttings | 2.10 | @ | 2.15 |
| No. 1 Manila | 1.30 | @ | 1.40 |
| Folded News (over issue) | 1.15 | @ | 1.20 |
| Old Newspapers— | | | |
| No. 1 | 1.05 | @ | 1.10 |
| No. 2 | .95 | @ | 1.00 |
| Mixed Papers— | | | |
| No. 1 | 1.00 | @ | — |
| No. 2 | .80 | @ | .85 |
| Straw Clippings | .95 | @ | — |
| Binders' Clippings | .95 | @ | — |
| Kraft | 2.25 | @ | 2.35 |
| New Kraft Cuts | 2.50 | @ | — |
| Roofing Stock, f. o. b. Chicago, Net Cash— | | | |
| No. 1 | $42.00 | @ | — |
| No. 2 | 40.00 | @ | — |
| No. 3 | 38.00 | @ | — |
| No. 4 | 38.00 | @ | — |

## PHILADELPHIA

[FROM OUR REGULAR CORRESPONDENT]

### Paper

| | | | |
|---|---|---|---|
| Bonds | .09½ | @ | .53 |
| Ledgers | .15 | @ | .40 |
| Writings— | | | |
| Superfine | .15 | @ | .20 |
| Extra fine | .12 | @ | .22 |
| Fine | .20 | @ | .30 |
| Fine, No. 2 | .20 | @ | .25 |
| Fine, No. 3 | .15 | @ | .20 |
| Book, M. F. | .09¾ | @ | .12¾ |
| Book, S. S. & C. | .11 | @ | .15 |
| Book, Coated | .14¼ | @ | .20 |
| Coated Lithograph | .10 | @ | .15 |
| Label | .10 | @ | .15 |
| News | .05 | @ | .07 |
| No. 1 Jute Manila | .12 | @ | .13 |
| Manila Sul., No. 1 | .08 | @ | .10 |
| Manila No. 2 | .07½ | @ | .08 |
| No. 2 Kraft | — | @ | .08½ |
| No. 1 Kraft | — | @ | .09½ |
| Common Bogus | .03½ | @ | .04 |
| Shaw Board | 55.00 | @ | 60.00 |
| News Board | 42.50 | @ | — |
| Chip Board | 40.00 | @ | 42.50 |
| Wood Pulp Board | 2.75 | @ | 3.00 |
| (Carload Lots) | | | |
| Binder Boards— | | | |
| Per ton | 70.00 | @ | 75.00 |
| Carload lots | 65.00 | @ | 70.00 |
| Tarred Felts— | | | |
| Regular | 61.00 | @ | 63.00 |
| Slaters | 66.00 | @ | 68.00 |
| Best Tarred, 1-ply (per roll) | 1.70 | @ | 1.80 |
| Best Tarred, 2-ply (per roll) | 1.50 | @ | 1.60 |
| Best Tarred, 3-ply. | 2.00 | @ | 2.10 |

### Bagging

F. o. b. Phila.

| | | | |
|---|---|---|---|
| Gunny No. 1— | | | |
| Foreign | 1.75 | @ | 1.85 |
| Domestic | 1.75 | @ | 2.00 |
| Manila Rope | 5.00 | @ | 5.50 |
| Sisal Rope | 2.50 | @ | — |
| Mixed Rope | 1.25 | @ | — |
| Scrap Burlaps | 1.00 | @ | 1.25 |
| Wool Tares, heavy. | 2.00 | @ | 2.13 |
| Mixed Strings | 1.00 | @ | — |
| No. 1, New Lt. Burlap | 3.50 | @ | 3.75 |
| New Burlap Cuttings | 3.50 | @ | — |

### Old Papers

F. o. b. Phila.

| | | | |
|---|---|---|---|
| Shavings— | | | |
| No. 1, Hard White | 3.40 | @ | 3.60 |
| No. 2, Hard White | 3.25 | @ | 3.40 |
| No. 1 Soft White | 3.10 | @ | 3.25 |
| No. 2 Soft White | 2.00 | @ | 2.25 |
| No. 1 Mixed | 2.00 | @ | — |
| No. 2 Mixed | 1.25 | @ | 1.30 |
| Solid Ledger Stock. | 1.65 | @ | 1.85 |
| Writing Paper | 1.50 | @ | 1.75 |
| No. 1 Books, heavy | 1.45 | @ | 1.60 |
| No. 2 Books, light. | 1.15 | @ | 1.25 |
| No. 1 New Manila. | 2.40 | @ | 2.50 |
| No. 1 Old Manila. | 1.50 | @ | 1.75 |
| Container Manila. | 1.25 | @ | 1.40 |
| Old Kraft | 2.15 | @ | 2.25 |
| Overissue News | 1.05 | @ | 1.10 |
| Old Newspaper | 1.05 | @ | 1.40 |
| No. 1 Mixed Paper. | .80 | @ | .90 |
| Common Paper | .65 | @ | .70 |
| Straw Board, Chip. | .65 | @ | .70 |
| Binders Bd., Chip. | .65 | @ | .70 |

### Domestic Rags—New.

Price to Mill, f. o. b. Phila.

| | | | |
|---|---|---|---|
| Shirt Cuttings— | | | |
| New White, No. 1 | .12 | @ | .13 |
| New White, No. 2 | .07 | @ | — |
| Silesias, No. 1 | .08¼ | @ | .08½ |
| New Unbleached. | .11½ | @ | .11¾ |
| Washable | .05½ | @ | .05¾ |
| Fancy | .07 | @ | .07¼ |
| Cottons—according to grades— | | | |
| Blue Overall | .09¼ | @ | .09½ |
| New Blue | .03½ | @ | .03¾ |
| New Black Soft. | .06 | @ | .06¾ |
| New Light Seconds | .03½ | @ | .03¾ |
| Khaki Cuttings | .05½ | @ | .06 |
| Corduroy | .04 | @ | .04½ |
| New Canvas | .10½ | @ | .11 |
| New Black Mixed | .05 | @ | .05¼ |
| Old | | | |
| White, No. 1— | | | |
| Repacked | 7.50 | @ | 8.00 |
| Miscellaneous | 6.25 | @ | 6.50 |
| White, No. 2— | | | |
| Repacked | .05 | @ | .05½ |
| Miscellaneous | .04¾ | @ | .05½ |
| Thirds and Blues— | | | |
| Repacked | 3.65 | @ | 3.85 |
| Miscellaneous | 3.15 | @ | 3.25 |
| Black Stockings | 4.00 | @ | 4.50 |
| Roofing Stock— | | | |
| No. 1 | 2.30 | @ | 240 |
| No. 2 | 2.20 | @ | 2.30 |
| No. 3 | 1.15 | @ | 1.20 |
| No. 4 | 2.10 | @ | 2.20 |
| No. 5A | 1.40 | @ | — |
| B | 1.25 | | nominal |
| C | 1.15 | | nominal |

## TORONTO

### Paper

(Mill Prices to Jobbers f. o. b. Mill)

| | | | |
|---|---|---|---|
| Bond— | | | |
| Sulphite | .11 | @ | .12½ |
| Light tinted | .12 | @ | .13½ |
| Dark tinted | .13½ | @ | .15 |
| Ledgers (sulphite) | — | @ | .13 |
| Writing | .09½ | @ | .12 |
| News, f. o. b. Mills— | | | |
| Rolls (carloads) | 3.75 | @ | — |
| Sheets (carloads) | — | @ | 4.50 |
| Sheets (2 tons or over) | — | @ | 4.75 |
| Book— | | | |
| No. 1 M. F. (carloads) | 9.00 | @ | — |
| No. 2 M. F. (carloads) | 8.00 | @ | — |
| No. 3 M. F. (carloads) | 7.50 | @ | — |
| No. 1 S. C. (carloads) | 9.50 | @ | — |
| No. 2 S. C. (carloads) | 8.50 | @ | — |
| No. 1 Coated and litho | 14.50 | @ | — |
| No. 2 Coated and litho | 13.50 | @ | — |
| No. 3 Coated and litho | 12.75 | @ | — |
| Wrapping— | | | |
| Rag Brown | 4.75 | @ | — |
| White Rag | 5.25 | @ | — |
| "B" Manila | 5.50 | @ | — |
| No. 1 Manila | 6.50 | @ | — |
| Fiber | 6.50 | @ | — |
| Kraft, M. F. | 7.00 | @ | — |
| M. G. | 7.15 | @ | — |

### Pulp

(F. o. b. Mill)

| | | | |
|---|---|---|---|
| Ground wood | $27.00 | @ | 28.00 |
| Sulphite easy bleaching | 55.00 | @ | 60.00 |
| Sulphite news grade | 50.00 | @ | 55.00 |
| Sulphite, bleached. | 75.00 | @ | 80.00 |
| Sulphate | 60.00 | @ | 62.50 |

### Old Waste Paper

(In carload lots, f. o. b. Toronto)

| | | | |
|---|---|---|---|
| Shavings— | | | |
| White Env. Cut. | 3.60 | @ | — |
| Soft White Book shavings | 2.80 | @ | — |
| White Blk. News | 1.75 | @ | — |
| Book and Ledger— | | | |
| Flat Magazine and Book Stock (old) | 1.25 | @ | — |
| Light and Crumpled Book Stock | 1.10 | @ | — |
| Ledgers and Writings | 1.50 | @ | — |
| Solid Ledgers | 1.50 | @ | — |
| Manilas— | | | |
| New Manila Cut. | — | @ | 1.60 |
| Printed Manilas | 1.10 | @ | — |
| Kraft | 2.05 | @ | — |
| News and Scrap— | | | |
| Strictly Overissue. | .80 | @ | — |
| Folded News | .80 | @ | — |
| No. 1 Mixed Papers | — | @ | .60 |

Domestic Rags—
Price to mills, f. o. b. Toronto
Per lb.

| | | | |
|---|---|---|---|
| No. 1 White shirt cuttings | .13½ | @ | .13¾ |
| No. 2 White shirt cuttings | .06½ | @ | .07 |
| Fancy shirt cuttings | .07 | @ | .07¼ |
| No. 1 Old Whites. | — | @ | — |
| Third and blues | .05 | @ | .05¼ |
| | Per cwt. | | |
| Black stockings | .04 | @ | — |
| Roofing stock: | | | |
| No. 1 | 2.20 | @ | — |
| No. 2 | 2.10 | @ | — |
| Manila rope | .06 | @ | .06¼ |
| No. 2 | 1.55 | @ | — |

## BOSTON

[FROM OUR REGULAR CORRESPONDENT]

### Paper

| | | | |
|---|---|---|---|
| Ledgers— | | | |
| Sulphite | .12½ | @ | .18 |
| Rag Content | .21 | @ | .36½ |
| All Rag | .38 | @ | .50 |
| Bonds— | | | |
| Sulphite | .07½ | @ | .14 |
| Rag Content | .16 | @ | .33½ |
| All Rag | .36½ | @ | .51 |
| Writings | .10 | @ | .20 |
| Superfines | .20 | @ | .48 |
| News | .05 | @ | .06½ |
| Book, M. F. | .07¼ | @ | .10¾ |
| Book, Super | .07½ | @ | .11 |
| Book, Coated | .13 | @ | .20 |
| Coated Litho. | .10 | @ | .15 |
| Label | .12 | @ | .15 |
| Jute Manila No. 1. | .12 | @ | .13 |
| Manila, Sul. No. 1. | .05 | @ | .06 |
| Manila, Sul. No. 2. | .03¾ | @ | .04¼ |
| No. 1 Kraft | — | @ | .06½ |
| No. 2 Kraft | — | @ | .05½ |
| Common Bogus | .03½ | @ | .04 |
| Straw Board | 50.00 | @ | 55.00 |
| News Board | 47.50 | @ | 50.00 |
| Chip Board | 45.00 | @ | 47.50 |
| Wood Pulp Board | 80.00 | @ | 85.00 |
| Binder Boards | 75.00 | @ | 85.00 |
| Tarred Felts— | | | |
| Regular | 61.00 | @ | 63.00 |
| Slater's | 66.00 | @ | 68.00 |
| Best Tarred, 1 Ply, roll | 1.50 | @ | 1.60 |
| Best Tarred, 2 Ply, roll | 1.70 | @ | 1.80 |
| Best Tarred, 3 Ply, roll | 2.00 | @ | 2.10 |

### Old Papers

| | | | |
|---|---|---|---|
| Shavings— | | | |
| No. 1 Hard White | 4.00 | @ | 4.25 |
| White Blank News. | 1.75 | @ | 2.00 |
| Manila Env. Cuttings | 2.80 | @ | 3.00 |
| No. 2 Hard White | 3.25 | @ | 3.50 |
| No. 1 Soft White. | 3.10 | @ | 3.25 |
| No. 2 Soft White. | 2.25 | @ | 2.50 |
| No. 1 Mixed. | 1.60 | @ | 1.75 |
| No. 2 Mixed. | 1.25 | @ | 1.50 |
| Solid Ledger Stock. | 2.00 | @ | 2.25 |
| Writing Paper | — | @ | 1.70 |
| No. 1 Books, Heavy | 1.60 | @ | 1.80 |
| No. 1 Books, Light | 1.40 | @ | 1.50 |
| No. 1 New Manila. | 2.50 | @ | 2.60 |
| No. 1 Old Manila. | 1.75 | @ | 2.00 |
| Print Manila | 1.05 | @ | 1.20 |
| Old Kraft | 2.00 | @ | 2.25 |
| Overissue News | 1.00 | @ | 1.20 |
| Old Newspapers | .90 | @ | 1.00 |
| No. 1 Mixed Paper. | .85 | @ | .90 |
| Box Board, Chip. | .85 | @ | .90 |

### Bagging

Price f. o. b. Boston

| | | | |
|---|---|---|---|
| Gunny No. 1— | | | |
| Foreign | 1.12½ | @ | 2.00 |
| Domestic | 2.00 | @ | 2.12½ |
| Manila Rope | 6.00 | @ | 6.50 |
| Mixed Rope | 1.50 | @ | 1.62½ |
| Scrap Burlaps | 1.25 | @ | 1.50 |
| Wool Tares, heavy. | 2.00 | @ | 2.13 |
| Mixed Strings | 1.50 | @ | 1.62½ |
| New Burlap Cuttings | 2.00 | @ | 2.25 |

### Domestic Rags (New)

Price f. o. b. Boston

| | | | |
|---|---|---|---|
| Shirt Cuttings— | | | |
| New White No. 1 | .13½ | @ | .14 |
| Silesias, No. 1 | .09 | @ | .09½ |
| New Unbleached. | .12½ | @ | .13 |
| Washable | .06 | @ | .06½ |
| Fancy | .07 | @ | .07¼ |
| Cottons — according to grades, Blue Overall | .09½ | @ | .10 |
| New Blue | .05½ | @ | .06 |
| New Black, soft | .06 | @ | .06¾ |
| Khaki Cuttings | .05½ | @ | .06 |
| Corduroy | .04 | @ | .04½ |
| New Canvas | .10½ | @ | .11 |

### Domestic Rags (Old)

Price f. o. b. Boston

| | | | |
|---|---|---|---|
| White No. 1— | | | |
| Repacked | 7.50 | @ | 8.00 |
| Miscellaneous | 6.50 | @ | 7.00 |
| White No. 2— | | | |
| Repacked | 5.50 | @ | 6.00 |
| Miscellaneous | 4.75 | @ | 5.50 |
| Thirds and Blues— | | | |
| Repacked | 3.75 | @ | 4.00 |
| Miscellaneous | 3.00 | @ | 3.25 |
| Roofing Stock— | | | |
| No. 1 | 2.25 | @ | 2.37 |
| No. 2 | 2.12½ | @ | 2.25 |
| No. 3 | 1.50 | @ | 1.75 |
| No. 4 | 1.15 | @ | 1.20 |

## To Be Made by Taylor Stoker Co., Ltd.

The three Taylor stokers recently purchased by the E. B. Eddy Company, Ltd., for installation in its new boiler plant at Hull, Que., these stokers will be manufactured by the Taylor Stoker Company, Ltd., with offices at Montreal and Philadelphia, instead of by the American Engineering Company as originally reported. The Taylor Stoker Company, Ltd., is affiliated with the American Engineering Company.

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The Feldman Timber Company, Schumacher, Ont., which was recently granted a provincial charter, are taking out considerable quantities of pulp wood this season. Alex Abraham is the President of the organization and reports that, with a revival in the pulp and paper industry, there will be a better demand for wood than was apparent a few months ago.

# New York Market Review

OFFICE OF THE PAPER TRADE JOURNAL,
Wednesday, September 3, 1924.

The opening days of September found the paper market still registering improvement but the progress the market is making is not entirely satisfactory. Now is the time when the paper men have every logical reason for expecting conditions to brighten up and indeed they will have to do so before long if the anticipated Fall business is to be realized. But there is still an unfathomable something which is clinging to the market and which is keeping business retarded. The headway which is being made is not spontaneous but is rather being made against obstacles. Every slight improvement seems to bring the market up against a blank wall. There is not the life which there should be and each attempt of business to move ahead is like a boat pulling at its anchor. Some seek to explain it by saying that the weather is still insufferably hot and that it has had a tendency to prolong vacations and to woo the minds of business men to other things than business. Others still cling to the opinion that politics is responsible for the lack of spontaneity in business. It is difficult to say which is right or whether either is the true explanation but it is fair to presume that both the hot weather and politics are helping clog the wheels. If there had not been an improvement within the past month it would indeed be a gloomy outlook for the paper men at this time and optimism would long since have been at a premium but the improvement, slight as it has been, shows that there is a disposition for recovery in the market and that business has seen its lowest ebb. Those who have made random guesses as to the time when the market would again get back to normal have ceased to make predictions and they are playing a waiting game, determined to play their cards as opportunity may come to them. September, however, is going to write a story of considerable interest. The end of the month is bound to find the market facing vastly changed conditions and then it will be possible for the paper men to judge with fair accuracy just how much they can conservatively expect during the remainder of the Fall and Winter. The hot weather with its thawing out process has done little for business but the cooler weather may bring a surprise. It is to be hoped so at any rate.

Prices remain unchanged in most instances. Actual orders are not over plentiful and the chief source of encouragement is found in the increased number of inquiries which are daily coming to hand regarding practically every line of paper product. Buying, however, continues for the most part as an indulgence confined entirely to immediate necessity. Apparently buyers are over timid or, at least, have too little faith in business prospects to purchase except where they can see a tangible place to dispose of their stock at once.

News print is doing better but is not yet back where it can make any real record. The news print production is still being curtailed, many mills being shut down or running on part time. It is not likely that news print will be permitted to accumulate any faster than it is accumulating at the present time.

Book papers and most grades of fine stock are doing somewhat better, the printing industry showing a slight comeback and being resuscitated by a flood of new business, including Fall prospectuses. mail order broadsides, catalogues, etc.

Tissues are still far behind the demand they should have but are said to be on the upward incline although still having rather hard sledding making genuine headway.

Writing papers are displaying consistent improvement but here again the progress is slow. The demand for boards is showing the most genuine stride that can be pointed out in any one particular line.

### Mechanical Pulp

The pulp market is firming up and quotations have undergone some change, the general tendency being to higher prices. All better grades are in good demand and the condition is eminently satisfactory. Mechanical pulp orders are coming in more frequently and are of better volume.

### Chemical Pulp

There is an increased demand for all grades of chemical pulp. The prices are tugging at the ropes, have already moved upward a trifle and will probably go still higher soon. There is an especially good demand for the foreign grades, unbleached sulphite and kraft having a feature call.

### Rags

The rag market is stronger than it was a week ago, with all grades of new and old rags enjoying a better demand. Roofing rags continue to boom and price advances are almost of daily occurrence. There is still a shortage of stock although collections are much better than they have been.

### Old Rope and Bagging

There is a striking improvement in the demand for old rope and bagging but buying of these has been very slow and the improvement does not mean that the market has got back to normalcy or that it can be regarded as especially active as yet.

### Waste Paper

The tendency of waste paper is to soar to still higher prices although various items have already experienced an advance. The tone of this market is much better. There is less price cutting, there is no surplus stock and advance orders await practically all stock as fast as it finds its way to the market.

### Twine

Twine is doing some better although it is still running behind its normal demand at this time of year. It is predicted that this month will see a new schedule of prices put into effect and the trade will wait with interest to see the result of this.

## Bids for Government Paper

[FROM OUR REGULAR CORRESPONDENT.]

WASHINGTON, D. C., September 1, 1924.—The Government Printing Office has received the following bids for ten reams of 10½ x 29, 40, deckle edge buff cover paper: R. P. Andrews Paper Company, at 32 cents per pound; Barton, Duer & Koch Paper Company, at 33.32 cents; Standard Paper Company, at 34 cents; Dobler & Mudge, at 30 cents, and Old Dominion Paper Company, at 34 cents.

The following bids were also received for 20,000 yellow cloth shipping tags: The Whitaker Paper Company, at $4.87 per M; Dennison Manufacturing Company, at $4.75; Denney Tag Company, Inc., at $4.64; T. A. Cantwell & Co., at $4.18; American Tag Company, at $4.18 and $4.82; International Tag Company, at $6.73; Old Dominion Paper Company, at $4.34, and Dobler & Mudge, at $5.25.

The Government Printing Office will receive bids on September 3 for 121,500 pounds (1,500 reams) of 31½ x 48, 81, No. 20 white sulphite bond paper. Bids will also be opened on the same date for 2,000 pounds (100 reams) of 17 x 22, No. 20 white declaration bond paper and for 5,400 pounds (150 reams) of 21 x 32, 36, yellow sulphite writing paper.

The Government Printing Office has received the following bids for 8,000 pounds of 19 x 24, 80, white and buff blotting paper: District of Columbia Paper Manufacturing Company, at 8 cents and 8.25 cents per pound; R. P. Andrews Paper Company, at 8.64 and 8.78 cents; Dobler & Mudge, at 8.75 and 8.9 cents; Mathers-Lamm Paper Company, at 8.72 and 8.85 cents; R. A. Cauthorne Paper Company, at 8.62 and 8.77 cents; Joseph Parker & Sons Company, at 8.4 and 8.4 cents; Eaton-Dikeman Company, at 12.4 and 12.65 cents, and Old Dominion Paper Company, at 8.74 and 8.89 cents.

## A Remarkable Range of Grades, Textures and Weights

Orr Endless Felts can now be obtained up to 86 feet in length.

With our enlarged new equipment we can now furnish Paper Manufacturers with endless felts up to 86 feet in length.

Paper Manufacturers who carefully check manufacturing costs, and also strive to produce more and better paper at a lower cost per ton, prefer the unvarying quality and long service of ORR felts. A trial of them will bring about a preference that will be lasting.

**THE ORR FELT & BLANKET COMPANY, Piqua, Ohio**

# CASEIN

**Standard Quality**
**Lowest Prices**

**The Casein Manufacturing Company**

15 Park Row New York

## THE WORLD'S LARGEST PACKERS

ANY GRADE QUANTITY

# RAGS

and

# Paper Stock

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UNION & LUMBER STREETS
CHICAGO, ILL.

**THE WM. CABBLE EXCELSIOR WIRE MFG. CO.**

Established 1848
Incorporated 1870-1896

Manufacturers of Superior Fourdrinier Wires
Brass, Copper and Iron Wire Cloth of every Description.
Best Quality of Wire Rope.

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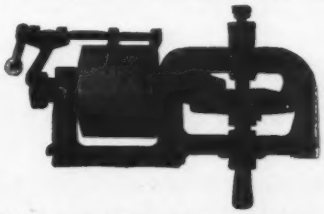
## AGITATOR DRIVES



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Special Designs
"NETT-CO" line
is complete from
smallest to largest.

**NEW ENGLAND TANK & TOWER CO.**
30 CHURCH ST., N. Y. EVERETT, MASS.

# Miscellaneous Markets

OFFICE OF THE PAPER TRADE JOURNAL,
Wednesday, September 3, 1924.

The tone of the chemical market continued to show slow improvement during the past week but this improvement was not reflected in any price change. For three weeks now the market has been forging ahead and, while its betterment has been slow, it has been sufficient to indicate that chemicals are now on the safe road to recovery and that greatly improved business is only a matter of a short space of time.

One subject which is at the present time affording interesting food for discussion among the chemical men is the probable effect of the Dawes plan on imported chemicals. One provision of the plan arranges for a tax on German chemicals which will undoubtedly keep a lot of German chemicals out of this market. At least that is the thing to be expected. Some of the other industries use more German chemicals than does the paper industry and so the paper industry will not be affected by the Dawes plan as generally as will the others. What the effect will be on the paper industry is, of course, speculative and a matter of opinion.

The reports of business conditions in general are highly satisfactory to the chemical men. They show that business is reviving practically everywhere and in almost every trade and industry. The result of this movement has not reacted on the chemical market as quickly as might be expected. It is undoubtedly responsible for the gain in business and for the increase in the demand for chemicals but there are some who believe the chemical gain is not so great as the general business improvement might justify.

Import business is greatly improved, buying is quite active in some of the commodities and in other cases, where the demand is still slow, there is ever increasing inquiries which show that there is new interest and that liberal buying is on its way. The opening of September finds a greater optimism in the market than for some time. A month ago there were serious doubts as to just what lay ahead but now everybody knows that the business is coming and that the Fall demand will soon be not far from normal.

BLANC FIXE.—The past week found no change in blanc fixe. There is still little available stock in the market while the demand remains as slow as ever. Production is being kept down that there may not be an over accumulation of stock. The price is from $75 to $80 a ton for the powder and from $50 to $55 for the pulp.

BLEACHING POWDER.—The demand for bleaching powder does not show any inclination to pick up. The curtailment of production has guarded the market against an over accumulation of stock. The price is still from 1.90 to 2.15 cents a pound.

CAUSTIC SODA.—Caustic soda continues to show slight improvement. The price remains firm and good business in this commodity is one of the early certainties. It is quoted from 3.10 to 3.15 cents a pound on a flat basis at the works.

CASEIN.—The demand for casein did not show any grain during the week. It looks now though the quoting of casein by some manufacturers for the remainder of the year at current prices did not help immediate business appreciably. The price remains at from 10½ to 11 cents a pound.

CHINA CLAY.—China clay is experiencing a much better demand just now but the price does not forge ahead any. Trades and industries which use much china clay are enjoying much better days and that gives china clay its new lease of life. The quotation is from $16 to $20 a ton for the imported grades and from $12 to $15 a ton for the domestic grades.

CHLORINE.— Chlorine did not experience a very eventful week. It is selling some better but the demand is nothing to boast of. The price remains at from 4.50 to 7.00 cents a pound in tanks.

ROSIN.—Rosin continues to forge ahead and last week was the third consecutive week to see an advance in its price. The foreign demand is increasing and the home demand has showed some improvement although not in keeping with the foreign. Sales have been made at as high at $6.05 for 280 pounds but $6.00 is the market price at which it is quoted.

SALT CAKE.—Contract business in salt cake is heavier and during the past week this commodity followed up the gain made the week previous. The price, however, has not been affected and it is quoted at 1.38 cents a pound on a flat basis at the works.

SULPHATE OF ALUMINA.—Another good week's business was scored by sulphate of alumina. The demand is edging back toward normal. The price is holding at from 1.30 to 1.35 cents for the commerical grade at the Eastern works and from 2.10 to 2.25 cents a pound for iron free.

SULPHUR.—Sulphur still remains in dull demand. Buying is still very much of the hand to mouth order and the price is still from $18 to $19 a ton.

TALC.—Talc had another fair week and is in better demand than for some time. The price stands at from $16 to $17 a ton.

## E. G. Rippel Heads Chemical Machinery Co.

BUFFALO, N. Y., September 3, 1924.—The Chemical and Vacuum Machinery Company, Inc., Buffalo, N. Y., has been incorporated to acquire the patents and all development of the Research Plant established by E. G. Rippel and his associate, Charles O. Lavett. The directors elected are J. F. Schoellkopf, Jr., William Schoellkopf, John Casa Eguia, Charles O. Lavett and E. G. Rippel. The officers elected are E. G. Rippel, president, John Casa Eguia, vice-president; William Schoellkopf, secretary-treasurer, and Charles O. Lavett, manager. The company will market a modern and improved line of apparatus for the manufacture of chemicals, electro-chemical products, dyes, pharmaceuticals, food and food by-products recovery apparatus, explosives, acids, extracts, etc. Also special apparatus for the manufacture of milk powder, evaporated or condensed milk and other milk products.

The De Dietrich & Cie, France, one of the oldest companies in the world manufacturing enameled apparatus, are entering the American market with their line of cast iron and steel enameled apparatus for the chemical, food products and allied fields, having appointed the Chemical & Vacuum Machinery Co., Inc., Buffalo, N. Y., as their sole American sales representatives.

E. G. Rippel, for many years associated with the Buffalo Foundry and Machine Company, having organized that company originally in 1901, has recently become connected with the Chemical and Vacuum Machinery Company, Inc., Buffalo, N. Y., as president of that company.

Charles O. Lavett, for many years associated with the Buffalo Foundry & Machine Co., as engineer in charge of tests and field erection, is now associated with the Chemical & Vacuum Machinery Co., Inc., as manager of that company.

## J. T. Matthews Made Assistant Director

[FROM OUR REGULAR CORRESPONDENT.]

WASHINGTON, D. C., September 3, 1924.—John T. Matthews, chief of the Paper Division of the Department of Commerce is now an acting Assistant Director of the Bureau of Foreign & Domestic Commerce. The appointment of Mr. Matthews to this work by Dr. Julius Klein, chief of the bureau is certainly a tribute to the work which Mr. Matthews has been doing as chief of the Paper Division.

## Working Hours in Box Board Industry

WASHINGTON, D. C., September 3, 1924.—A questionnaire has been sent to boxboard manufacturers by the Bureau of Labor Statistics, in connection with the new working hours which was to have been put into effect as the result of a conference held in Washington a couple of months ago. The department is trying to ascertain just what mills have met the conditions laid down at the conference.